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American Banker

TOP CONSUMER LENDERS — TABLES BEGIN ON P. 14

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Today

MeraBank bought two troubled west Texas thrifts for $8.8 million in new capital. The Phoenix-based bank received $83.86 million in federal aid for the deal. ____ 10

Brazil and its lead creditor banks are on the verge of signing an agreement that will allow $5.2 billion in new loans to the developing world's second largest creditor. ____ 2

The Fed unanimously endorsed existing bank reserves against foreign loans, thus rebuffing a critical review of international bank supervision by the General Accounting Office. ____ 2

The Bank of New York charged that Irving Bank Corp. is trying to defeat its sweetened buyout offer by stalling until the regulatory approval period expires. Bank of New York set a deadline of noon today for Irving to accept the bid. Otherwise, it said, it will press its hostile takeover effort in court. ____ 3

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CONSUMER FINANCIAL SERVICES

Manufacturers Hanover Trust Co. is bolstering its Power Savings account to replicate last year's addition of $1 billion to its consumer deposit base. 6

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A California study shows that local banks have lost the upper hand in the credit card game and no longer can assume customers automatically will take their plastic. ____ 7

Cashing checks for people without accounts is part of Mercantile Bank's competitive strategy to meet the needs of St. Louis residents. ____ 8

A Provident National Bank fund is focusing on the investing-for-retirement market, as the Philadelphia bank pitches to sell preretirement seminars and counseling to businesses as an employee benefit. ____ 8

Strong management capabilities are becoming more important and bankers must be trained more thoroughly as the financial industry becomes less regulated, writes James H. Donnelly Jr. in Marketing Management. ____ 4

Worth Repeating

It will be a very, very hard sell.

Lawrence Cohn, money center bank analyst for Merrill Lynch & Co., on getting regional banks to participate in a $5.2 billion loan package for Brazil. [Page 2]

An American Banker Survey

Scale Tips Toward Consumer Lending

By KENNETH J. HICKS

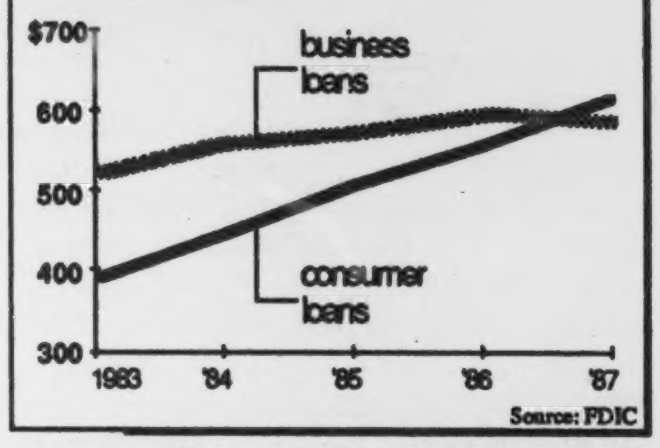
NEW YORK — Commercial banks now hold more consumer loans on their books than business loans. Over the past five years, consumer loans at banks grew four times faster than business loans.

From yearend 1983 to yearend 1987, consumer loans at all FDIC-insured commercial banks grew more than 50%, from $391.9 billion on Dec. 31, 1983, to $614.3 billion on Dec. 31, 1987. Over the same period, business loans at banks were up only 12.3%, from $524.9 billion at yearend 1983 to $589.7 billion at yearend 1987.

These are some of the findings of a new *American Banker* survey of the top 300 commercial banks in consumer loans. Also included is a listing of the top 200 banks in home equity lending.

Data for this survey were taken from the federal regulatory report of condition, or call report, for Dec. 31, 1987, and were provided to the *American Banker* by ADP Data Services Division, New York. The Dec. 31, 1987, call report required banks to report their home equity lines of credit for the first time.

Business and Consumer Loans at All US Banks
Billions of dollars



Source: FDIC

Consumer loans, as defined by the *American Banker*, encompass mortgage loans, including home equity lines of credit, and credit card loans. Also in this category are all other loans to individuals for household, family, and other personal expenditures — including single-payment, installment, and student loans.

Last year, consumer loans at the top 300 banks increased 11.3% to $364.7 billion. At all FDIC-insured banks, consumer loans rose 10.1%.

On the other hand, as reported in the *American Banker* on June 21, business loans at the top 300 banks in lending to business fell 2.03% last year to $452.8 billion on Dec. 31. At all FDIC-insured banks, business loans were down 1.9% last year.

Industry observers believe the

Scale: Page 22 ➔

Silver Lining for American S&L?

Freddie Mac Stock Sale May Ease Thrift's Takeover

By JIM McTAGUE
Washington Bureau

WASHINGTON — American Savings and Loan Association, Stockton, Calif., the nation's largest insolvent thrift, would be the biggest beneficiary if Congress allows the public to buy Freddie Mac preferred stock — and the public bites.

Analysts claim the preferred stock of the Federal Home Loan Mortgage Corp. would trade between $100 and $250 per share if current buying restrictions are lifted.

Sen. Alfonse M. D'Amato, R-N.Y., recently introduced legislation that would broaden the ownership of Freddie Mac preferred stock, touting the measure as a painless way to raise new capital for the thrift industry. Freddie Mac stock is owned by 2,900 institutions, including a number of insolvent institutions. The Senate Banking Committee holds a hearing today on that legislation.

American Savings and Loan Association owns more Freddie Mac preferred

Sale: Page 22 ➔

Auditor Scrutinizes Home Loan Bank

Special to the American Banker

DALLAS — The Federal Home Loan Bank of Dallas is in danger of receiving a qualified opinion on its 1987 financial statements because of concerns about the bank's $500 million portfolio of uncollateralized loans to insolvent southwestern thrifts. The loans equal 36% of the bank's capital.

Questions about the ability of the insolvent Federal Savings and Loan In-

Dallas: Page 23 ➔

MeraBank Pays $8.8 Million for 2 Thrifts
Page 10

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Brazil Debt Plan Faces Resistance from Regional Banks

By BART FRAUST

NEW YORK — Brazil and its lead creditor banks are on the verge of signing an agreement that will end the period of tensions sparked by Brazil's declaration of a debt moratorium in February 1987.

Bankers close to the steering committee of 14 creditor banks around the world said official talks with Brazil have concluded. The banks are now discussing how to allocate their portion of $5.2 billion in new loans to Brazil. The signing of the accord is imminent, they said, although as of Wednesday afternoon, it had not yet been consummated.

The lead banks will now attempt to sell the agreement to the 600 banks worldwide that have previously lent money to Brazil, the developing world's second largest creditor after Mexico.

"It will be a very, very hard sell," said Lawrence Cohn, money center bank analyst for Merrill Lynch & Co.

The Brazilian moratorium was a pivotal event in the international debt crisis, that began in 1982. This declaration convinced the largest banks in the U.S. to take massive reserves against their foreign debt, resulting in the banking industry's worst year since the Depression.

In the wake of the moratorium, large regional banks here turned their backs on this type of lending and moved to eliminate Third World debt from their books any way possible — through debt-for-equity swaps, sales to the secondary market, and outright chargeoffs.

Creditor banks have already received interest payments from Brazil for the fourth-quarter 1987 and first-quarter 1988 as part of a short-term financing ironed out earlier this year. But, pending the latest agreement, banks have not included these funds as income.

For the largest creditor banks, Brazil's return to the international financial fold provides needed relief, particularly as the prospect grows that billions of dollars in Argentine loans will become nonperforming this year.

"A comprehensive Brazilian agreement could thus go a long way toward bolstering worn capital bases and alleviating a psychological overhang for share prices of the banks most affected," said James J. McDermott Jr., executive vice president of Keefe, Bruyette & Woods Inc.

Under the accord, about $62 billion in medium-term and long-term Brazilian debt will be rescheduled over 20 years. During nine months of negotiations, bankers argued that the $5.2 billion in new loans should be linked to Brazil's compliance with economic targets expected to be set by the International Monetary Fund in August. Brazilian negotiators sought to avoid any hint that their country was going to operate under the thumb of the IMF.

Under a compromise worked out during the talks, Brazil will receive $4.6 billion in loans in two installments without having to meet IMF targets. A final disbursement of $600 million will be made only if Brazil meets the targets or if banks holding 85% of Brazil's loans agree to waive that requirement.

Creditors are also nearing a compromise with Brazil on the question of whether they are entitled to seize Brazilian assets held abroad if there should be another debt moratorium. Brazil had earlier balked at this proposal.

The accord reduces Brazil's interest payments on existing debt. The $62 billion in existing Brazilian debt will be rescheduled over 20 years at 0.8125 percentage point over prevailing domestic interest rates or the London interbank offered rate, depending on the individual bank's preference. At present, Brazil pays 1.7 percentage points over Libor.

The $5.2 billion in new loans will be pegged at the same interest rate as the old loans but have a maturity of 12 years. For five years, Brazil will not have to make any principal payments.

As inducements to attract U.S. regional banks to the package, there will be increased opportunities to convert Brazilian debt into equity. The potential for these transactions makes lending more attractive by providing banks with options for eliminating the debt from their books. Third World countries, concerned about foreign corporations' gaining control over their economies, have restricted the number of swaps available to banks.

Regionals Slam the Door

Even with these incentives, selling the agreement to other banks will be a problem, analysts and bankers said. Large U.S., Japanese, and European banks with vested interests in Brazil will agree to new lending. The 14 primary banks led by Citibank will make about 40% of the loans, analysts said. But regional U.S. banks, once active participants in international lending, are unlikely to come along this time.

"The chances are very slim if any," said Susan Carr, manager of investor relations at NCNB Corp., Charlotte, N.C., when asked if her bank plans to participate in the new Brazilian loan or future Third World credits.

"For the foreseeable future, no," said Bruce Crooks, spokesman for the Fleet/Norstar Financial Group, Providence, R.I., in response to the same question.

Mr. Cohn of Merrill Lynch said his best guess is that the steering committee will be able to attract no more than $4.5 billion in new loans for Brazil.

However, Stephen Berman, bank stock analyst for County Securities USA, said he thinks regional banks can be convinced to make new loans, particularly with the debt-for-equity incentives.

"What regionals say and what they do are not always the same," he said.

Mr. McDermott said that the agreement will add a total of about $1.6 billion, representing two years' interest, to the coffers of the 10 U.S. banks with the largest Brazilian exposures.

Over the next several months, the banks will have to decide whether to include the interest as income or use it to reduce the principal of existing Brazilian loans.

Mr. Cohn said most of the money center banks will record the interest as income. He said he would not be surprised if banks looking to exit from the Third World loan market — he mentioned First Chicago Corp., Continental Illinois Corp., and Security Pacific Corp. — decide to use the funds to reduce the principal.

Mr. Berman said using the funds to reduce principal will send a bad signal

Brazil: Page 23 ➵

How Brazilian Loan Payments Would Boost Bank Earnings

Dollar amounts in millions (except earnings per share)

	Brazilian Exposure 12/21/87	Brazilian Amount Nonperf. 3/31/88	Forgone Net Income 1987-1988[1]	Nonperf. Asset Ratio 3/31/88	Nonperf. Asset Ratio w/out Brazil	1988 EPS[2] w/out Brazil	1988 EPS with Brazil	% diff.
Citicorp	$4,300	$3,600	$388	4.5%	1.9%	$4.25	$5.50	29%
Chase Manhattan	$2,700	2,500	225	6.3	2.7	6.25	8.95	43
BankAmerica	2,700	2,100	331	7.2	4.0	2.20	4.20	91
Manufacturers Hanover	2,100	1,400	150	6.7	4.1	8.00	11.00	38
J.P. Morgan	1,900	1,400	151	4.9	1.1	5.40	6.25	16
Chemical	1,500	1,100	144	6.9	4.7	7.85	10.35	32
Bankers Trust	800	600	76	4.5	2.3	6.55	7.55	15
First Chicago	800	400	39	3.5	2.2	6.00	6.70	12
Security Pacific	600	400	56	4.0	3.2	5.55	6.05	9
Wells Fargo	600	400	54	4.2	3.0	8.60	9.60	12
Total	$18,000	$13,900	$1,614					
Average				5.3%	2.9%			30%

[1] Estimated forgone net income from Brazilian nonperforming loans in 1987 and 1988.

[2] Earnings per share adjusted to exclude any expected tax benefits associated with LDC loan-loss provisions taken in 1987.

Source: Keefe, Bruyette & Woods Inc.

Fed Rejects GAO Criticisms, Defends Reserves for Foreign Loans

By BARBARA A. REHM
Washington Bureau

WASHINGTON — The Federal Reserve Board on Wednesday rebuffed the General Accounting Office's critical review of international bank supervision by unanimously endorsing existing bank reserves against foreign loans.

Last month, congressional investigators at the GAO concluded in a study that U.S. banks are overstating the value of loans to Third World countries by at least $28 billion. Reserves for these loans should be increased to $49 billion from the paltry $2.3 billion that bank regulators have required to date, said the GAO.

Regulators should rely less on bank examiner judgments about loan repayment and more on the value assigned these loans by the secondary market, the GAO continued. Ignoring the devaluation of loans to foreign countries inflated first-quarter bank profits, the group added.

The Fed, while declining to comment on specific numbers, faulted any plans to use the secondary market to evaluate Third World loans.

"The secondary market basically reflects the sale price for assets that are being sold on an expedited basis by banks exiting the business of lending to developing countries," the central bank said. "It provides little useful information about ultimate collectibility of the loans being sold."

In response to the GAO's calls for more reserves against foreign loans, the Fed fell back on its work to improve overall capital levels. More than two years of work should be completed by yearend as the Fed and other bank regulators finish up an international effort to tie bank capital to asset risk.

"The emphasis on primary capital has been considered the more appropriate focus of supervisory attention," the Fed explained, "since the reserving process per se involves only a transfer of funds and does not increase the total resources available to banks to absorb losses."

The Office of the Comptroller of the Currency agrees with the Fed, according to Edwin J. Clock, deputy comptroller for international relations and chairman of the Interagency Country Exposure Review Committee. The committee, which includes representatives from all the banking agencies, assesses the riskiness of lending to specific countries.

The Comptroller's response to the GAO study will be similar to the Fed's and presented to Congress soon, Mr. Clock said in an interview.

Rep. Jim Leach, R-Iowa, who released the GAO study on May 12, responded Wednesday to the Fed's action: "Inconsistent regulation appears to be the bane of American banking."

The primary capital of the nation's largest 24 banks has increased $33 billion since 1982, the Fed said, adding that the ratio of problem loans to capital has fallen to 97% from 195%.

The GAO report said regulators should expand the number of loan classifications requiring reserves. Only foreign loans tagged "value-impaired" or "loss" require reserves or writedowns by banks. And only 2% of the $108 billion in outstanding foreign loans by U.S. banks fall into these categories.

But the Fed vetoed any increase in the number of categories requiring reserves. "The magnitude of any eventual loss is highly subjective," the Fed said. Bank management, not bank regulators, should decide whether a marginal borrower will remain current or default, the Fed argued.

Mr. Leach said the Fed's belief that banks are best suited to determine loan-loss reserves is a "nutty cop-out of regulatory accountability."

Regulators' slapping labels on loans "entails a significant risk of creating a self-fulfilling prophecy," according to the Fed. Bank examiners report when a bank's loans are concentrated in countries believed to be in poor financial shape, the Fed noted.

The Fed's response will be sent to the Senate and House government affairs committees. ■

Deregulation Requires Changing Leadership Skills

By JAMES H. DONNELLY JR.

THIS IS THE TIME of year when many bankers return to campus to attend banking schools. The industry's young and old come together as students and teachers in environments far removed from their everyday work lives.

During a period of almost 20 years, I have been fortunate to be a faculty member at many of these schools. Class discussions, informal seminars, and debates in faculty lounges and local pubs are the usual forums for airing and sharing common concerns.

Over the past several years, I have noticed a shift in the focus of many of the discussions. The major concerns, problems, and gripes seem to focus less and less on banking and more and more on managing. As a result, I have become convinced that what is holding back many banks has little to do with banking capability and everything to do with managing capability.

In 1985 and 1986, two published industry reports focused on the factors crucial to the success of banking in the decades ahead. Each report identified quality of management as the most important single factor that will, in the future, separate high-performing from low-performing banks.

But the reports did not go on to identify the meaning of quality management. Both emphasized that management behavior in competitive industries was different from that in regulated industries. But the reports did not specify that difference.

> **To be sure, a bank can fail because of poor-** quality loans, economic decline, or any of the usual causes. But poor quality in management must now be added to the list.
>
> **— James H. Donnelly Jr.**
> **Turner Professor of Marketing**
> **University of Kentucky**

For years, I had heard the best and the brightest in the industry struggle with the same issue: What is effective management in the banking industry? Some individuals would say, "We need more training in management, not more training in banking."

Instinctively, they apparently recognized that management had not been a key success factor in the past, but that deregulation had altered the job of managing a bank. To be sure, a bank can fail because of poor-quality loans, economic decline, or any of the usual causes. But poor quality in management must now be added to the list.

Prior to deregulation, management-selection decisions ran little risk of failure. The required knowledge and skill thought to be associated with effective bank management were spread more or less equally among individuals in the industry. Besides, demonstrated skill in banking — not management — was the primary basis for selecting bank managers.

Since 1983, along with two of my university colleagues, Jim Gibson and Steve Skinner, I have been involved in an ongoing research project that focuses on how deregulation has altered the job of managing a bank.

In 1986, after three years of talking with hundreds of bankers and banking educators from all over the nation, we decided to undertake some formalized field research. Our goal was to identify the specific behaviors associated with effective bank management — that is, what effective bank managers do. We wanted to determine the educational methods that would develop these skills.

The project, funded by the Prochnow Educational Foundation of Madison, Wis., was completed earlier this year. While many of the results have important implications for management in banking, one in particular presents a challenge for educating our next generation of industry leaders. The set of skills required of an effective bank manager has enlarged because of deregulation, and the mix of three distinct skills within the set has shifted.

Greater technical skills are required, and these skills are different than they were. In addition, two types of skills of less importance before deregulation — conceptual and human skills — are now of equal importance to technical skills.

Technical skill is the most familiar in the industry, because it has always been the most important and required of the largest number of people. It involves specialized knowledge and analytical tools within a specialty. It also involves the capability to use the tools.

Most banking education programs focus almost entirely on the development of technical skills such as asset-liability management, commercial lending, installment lending, investment and trust administration, and technical-/functional skills such as marketing, human resources management, and investment analysis.

Future bankers must be technically proficient, and educational programs will be hard-pressed to keep current their curriculums. However, our results indicate clearly that managing the bank will require conceptual and human skills.

Conceptual skill involves the ability to see the big picture and deal with high levels of abstract reasoning and analyses.

Bankers' day-to-day activities involve dynamic environmental forces, interaction with other organizations, information, and ideas. Bankers must read what parts of the environment are of strategic importance to their bank or unit and must create a vision that specifies the relationship between that bank or unit and the environment. Then they must develop and sustain a culture that reinforces the vision.

These tasks require skill in strategic analysis, organizational design, and organizational change. Yet bank managers have typically had little direct experience with this kind of abstraction. Little in the character and composition of the industry has created a natural setting for acquiring conceptual skills.

Human skill involves a person's ability to be effective interpersonally, as well as his or her ability to be an effective team builder and team member. The increasing importance of the human element is heard in the expression: "Banking is a people business." The skill pervades the manager's relationships not only with subordinates, but also with peers, superiors, customers, and external groups. It will require skill in leadership, team building, communication, and decision-making.

Previous experience conditioned many bank officers to believe that they alone could do the work of the bank, and that employees' contributions were minimal. Our results indicate that banks in the future will require good leadership at virtually all levels of the organization.

The challenge to those organizations that have historically been involved in banker education will be to develop bankers who are also manager/leaders. Any efforts to develop individuals for managerial and leadership positions in banking must recognize the changing nature of the industry.

But, more important, these efforts must recognize the changing nature of the positions themselves. Meeting this challenge will require education and training in each of the three skills — technical, conceptual, and human. ■

Mr. Donnelly is Turner Professor of Marketing at the University of Kentucky.

Something to Say?

Please direct any comments you may have to the editor, William Zimmerman, American Banker, One State Street Plaza, New York 10004. Letters may be edited for reasons of space and clarity.

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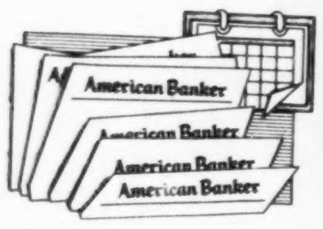
FLASHBACKS

What made news in the *American Banker* this week...



40 Years Ago

- Former American Bankers Association president Orval Adams urged a return to the gold standard in a speech to the annual convention of the Wyoming Bankers Association. "Gold is a gift to the world from an all-wise creator," Mr. Adams said. "The gold standard is the automatic watchman on the tower of the government of free man, to guard against the poison of totalitarianism entering the bloodstream of sound money. No honest American will ever thumb his nose at Fort Knox."
- The Chicago Terminal Bank and the Industrial National Bank of Chicago announced they would merge to form the Chicago National Bank.

20 Years Ago

- The House Banking Committee approved bills to permit thrifts to refer to shares as "deposits" and dividends as "interest," and to allow them to raise capital by issuing notes, bonds, debentures, or other obligations.
- Congress enacted legislation to end the tax exemption on income from most industrial aid bonds. The proposal was supported by the Treasury Department. Treasury officials claimed that the industrial aid bonds had outlived their usefulness as a device for wooing job-creating industries to economically depressed areas. They said the bonds were chiefly used as a means of getting tax-exempt status for securities that actually were corporate bonds.

10 Years Ago

- The Federal Home Loan Bank Board proposed that acquisition by management of savings and loan association stock be limited to prevent insider windfall profits when thrifts convert from mutual to stock form.
- The House Banking Committee agreed to an amendment to prohibit revolving-door relationships between financial institutions and former regulators for two years after an agency head leaves office. The bill applied to future members of the Federal Deposit Insurance Corp., Federal Reserve Board, and Federal Home Loan Bank Board.

5 Years Ago

- Treasury Secretary Donald T. Regan granted a one-month delay in the scheduled start of tax withholding on interest and dividends after the Senate voted in favor of a Republican plan to repeal the withholding measure.
- President Reagan announced he would reappoint Paul A. Volcker chairman of the Federal Reserve Board.
- A Los Angeles consulting service criticized the quality of the average chief executive officer of the average new California thrift. The average tenure of a CEO was only about five months, according to David B. Laing and F. Douglas Nehls of Financial Charters and Acquisitions Inc., a result of executive incompetence and unrealistic expectations by thethrifts' founders. The consultants said new thrifts in California were being opened less frequently by groups of community businessmen, as was most often the case in the past, than by developers and builders, mortgage bankers, and syndicates.
- Mercantile Texas Corp., Dallas, and Southwest Bancshares Inc., Houston, said they would merge to form Mercantile Southwest Corp., the third largest banking company in Texas.
- The Federal Reserve Board voted unanimously to give BankAmerica Corp. permission to acquire Seafirst Corp.

1 Year Ago

- Comptroller of the Currency Robert L. Clarke backed Security Pacific National Bank's bid to sell mortgage-backed pass-through certificates. The comptroller's move cleared the way for a flood of asset-backed securities underwritten by national banks, and gave the securities industry a long-awaited opportunity to bring a lawsuit against the regulator.

— Domenica Trevor

June 23, 1988, American Banker

First Annual Survey

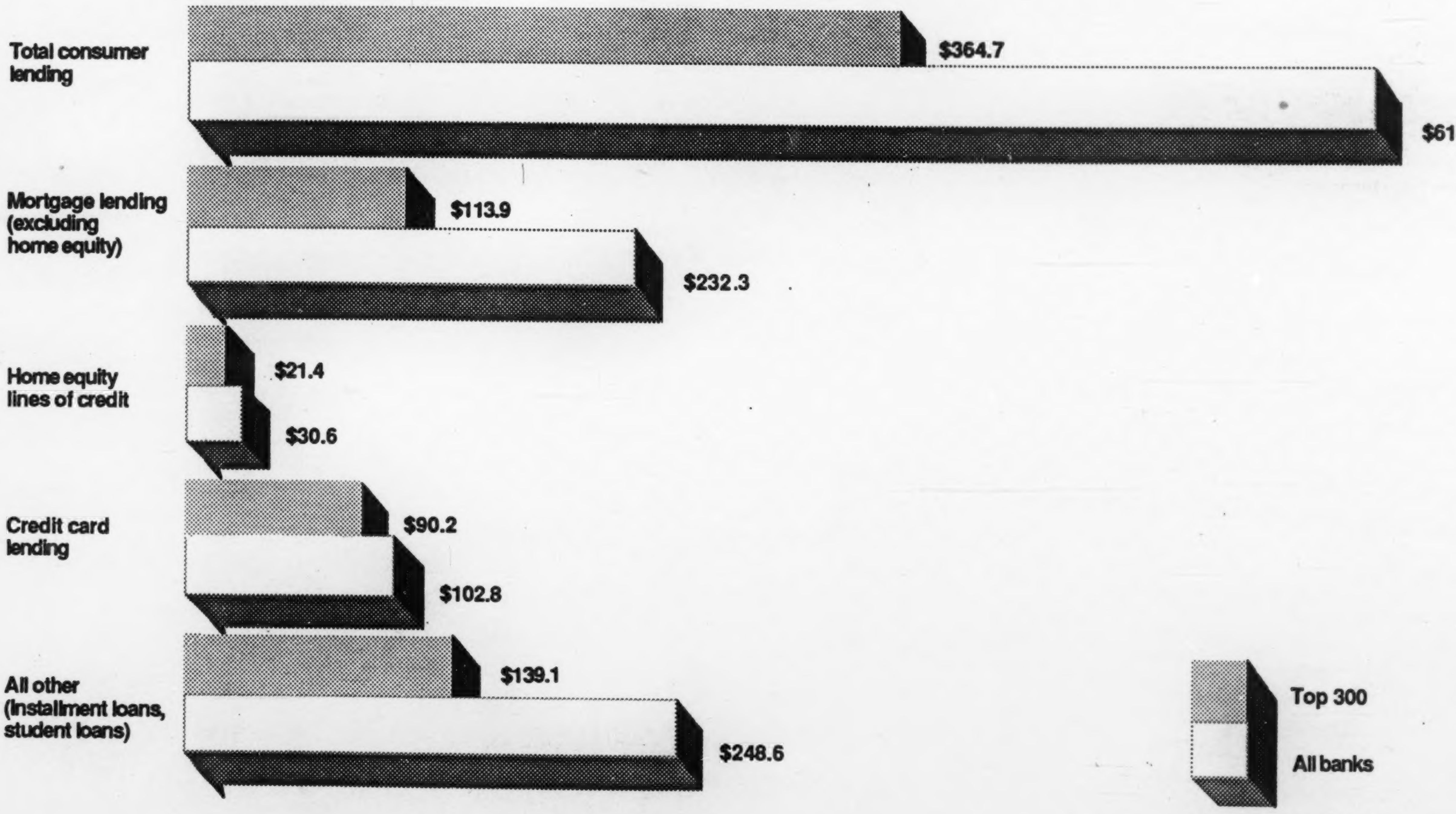
Top 300 Banks in Consumer Lending

Dec. 31, 1987 Compared with Dec. 31, 1986

American Banker ranks the top 300 banks in consumer lending on Dec. 31, 1987, based on federal regulatory reports of condition. Consumer lending is defined as lending to individuals to purchase real estate property (mortgage lending), including home equity lines of credit, lending through credit cards, and all other lending which includes installment lending (auto loans), student loans, and home improvement loans.

Consumer Lending at the Top 300 Banks Compared with All Banks

In billions of dollars as of Dec. 31, 1987



Source: American Banker 1988

Top 300 Banks in Lending to the Consumer

Based on Federal Regulatory Report of Condition data for Dec. 31, 1987, compared with Dec. 31, 1986 (dollar amounts in thousands)

Rank 12/87		Total Consumer Loans			Home Equity Loans[1]	Total Mortgage Loans			Credit Card Loans		All Other Consumer Loans		Consumer Loans As % of Total Loans	
		12/31/87	12/31/86	% Chg.	12/31/87	12/31/87	12/31/86	% Chg.	12/31/87	12/31/86	12/31/87	12/31/86	12/31/87	12/31/86
1	**Citibank NA, New York**	22,914,000	17,972,000	27.5	1,191,000	8,530,000	5,741,000	48.6	1,537,000	1,557,000	12,847,000	10,674,000	24.1	20.0
2	**Bank of America NT&SA, San Francisco**	17,789,000	19,669,000	-9.6	487,000	10,104,000	10,541,000	-4.1	4,122,000	5,247,000	3,563,000	3,881,000	32.0	30.7
3	**Citibank (South Dakota) NA, Sioux Falls**	11,637,479	9,876,688	17.8	0	1,427	2,118	-32.6	11,564,760	9,803,251	71,292	71,319	99.4	99.4
4	**Wells Fargo Bank NA, San Francisco**	11,349,445	12,106,006	-6.2	1,455,132	6,952,108	6,863,038	1.3	2,670,350	2,815,700	1,726,987	2,427,268	32.5	37.5
5	**Security Pacific National Bank, Los Angeles**	9,773,459	10,460,362	-6.6	341,824	6,201,068	6,470,286	-4.2	1,158,182	1,185,231	2,414,209	2,804,845	31.1	31.5
6	**Chemical Bank, New York**	6,019,000	4,928,000	22.1	194,000	2,135,000	1,606,000	32.9	1,472,000	1,258,000	2,412,000	2,064,000	16.7	13.5
7	**Chase Manhattan Bank USA NA, Wilmington, Del.**	5,944,693	5,123,672	16.0	37,006	37,006	42,864	-13.7	5,907,687	5,080,808	0	0	100.0	99.7
8	**Chase Manhattan Bank NA, New York**	5,880,175	5,538,861	6.2	327,685	2,720,288	1,973,344	37.9	171,598	133,325	2,988,289	3,432,192	11.9	10.6
9	**Marine Midland Bank NA, Buffalo, N.Y.**	5,779,381	5,879,395	-1.7	458,299	1,653,825	1,493,276	10.8	624,973	883,592	3,500,583	3,502,527	33.5	35.1
10	**First Interstate Bank of California, Los Angeles**	5,582,445	5,432,542	2.8	34,622	1,532,257	1,564,779	-2.1	996,946	994,354	3,053,242	2,873,409	40.7	36.3
11	**Manufacturers Hanover Trust Co., New York**	4,472,000	3,860,000	15.9	186,000	392,000	334,000	17.4	2,611,000	2,029,000	1,469,000	1,497,000	10.8	8.9
12	**First Union National Bank of North Carolina, Charlotte**	3,828,951	2,756,474	38.9	193,908	2,678,935	1,561,268	71.6	313,746	356,600	836,270	838,606	43.9	36.0
13	**Boston Safe Deposit & Trust Co.**	3,807,187	3,035,620	25.4	80,838	3,264,753	2,366,301	38.0	23,990	184,397	518,444	484,922	77.3	94.9
14	**Sovran Bank NA, Richmond**	3,206,912	3,426,978	-6.4	26,675	816,321	891,417	-8.4	689,910	659,992	1,700,681	1,875,569	40.7	47.9
15	**Citibank Nevada NA, Las Vegas**	3,197,097	2,562,388	24.8	1,386	5,187	1,153	349.9	3,191,800	2,561,077	110	158	100.0	100.0
16	**Greenwood Trust Co., Newcastle, Del.**	3,147,525	1,007,362	212.5	0	1,734	2,228	-22.2	3,135,774	1,004,362	10,017	772	99.7	99.9
17	**Connecticut National Bank, Hartford**	3,061,721	2,355,882	30.0	271,021	1,999,507	1,321,339	51.3	220,767	217,647	841,447	816,896	47.7	43.1
18	**Southeast Bank NA, Miami**	3,004,639	2,644,958	13.6	127,701	1,077,418	910,095	18.4	741,512	699,366	1,185,709	1,035,497	37.5	35.5
19	**Crestar Bank, Richmond**	2,913,090	2,537,920	14.8	123,347	755,314	603,677	25.1	540,764	524,541	1,617,012	1,409,702	43.0	43.7
20	**Seattle-First National Bank**	2,820,684	2,569,593	9.8	1,555	1,123,641	992,441	13.2	998,979	817,618	698,064	759,534	33.8	32.2
21	**First National Bank of Chicago**	2,789,073	4,452,113	-37.4	119,989	851,396	732,707	16.2	1,724,056	3,504,260	213,621	215,146	12.0	20.3
22	**Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.**	2,750,341	2,491,712	10.4	200,821	771,579	511,095	51.0	305,442	373,789	1,673,320	1,606,828	37.6	37.1
23	**Citibank New York State, Perinton**	2,748,579	2,802,421	-1.9	73,268	676,138	747,122	-9.5	186,341	271,649	1,886,100	1,783,650	89.6	70.0
24	**Valley National Bank of Arizona, Phoenix**	2,534,589	2,456,276	3.2	291,693	964,489	857,085	12.5	478,291	451,464	1,091,809	1,147,727	36.7	34.8
25	**Connecticut Bank & Trust Co. NA, Hartford**	2,438,811	2,292,809	6.4	472,213	1,094,602	819,481	33.6	272,550	255,379	1,071,659	1,217,949	38.2	38.6
26	**Citizens & Southern National Bank, Atlanta**	2,361,986	2,135,378	10.6	139,692	734,777	744,572	-1.3	379,179	284,658	1,248,030	1,106,148	31.5	31.8
27	**FCC National Bank, Wilmington, Del.**	2,313,839	1,132,963	104.2	280	280	165	69.7	2,311,520	1,130,044	2,039	2,754	100.0	99.7
28	**First Fidelity Bank NA, Newark, N.J.**	2,297,576	1,851,972	24.1	471,552	1,548,401	1,180,380	31.2	81,247	60,220	667,928	611,372	34.0	31.5
29	**NCNB National Bank of North Carolina, Charlotte**	2,203,052	1,764,571	24.8	343,481	1,149,453	566,923	102.8	472,441	622,830	581,158	574,818	23.8	20.4
30	**NCNB National Bank of Florida, Tampa**	2,134,990	2,001,541	6.7	62,245	581,809	553,574	5.1	146,123	136,752	1,407,058	1,312,215	39.3	39.0
31	**Bank of New York**	2,133,506	1,945,230	9.7	279,786	689,339	587,825	17.3	60,772	74,696	1,383,395	1,282,709	15.3	14.7
32	**Chase Lincoln First Bank NA, Rochester, N.Y.**	2,122,931	1,410,401	50.5	72,767	1,174,377	611,839	91.9	265,822	234,498	682,732	564,064	44.1	35.9
33	**Bank of New York (Delaware), Wilmington**	2,044,101	752,400	171.7	0	0	0	...	2,041,747	749,399	2,354	3,001	92.4	51.7
34	**Signet Bank/Virginia, Richmond**	1,938,823	1,529,311	26.8	260,823	377,587	156,396	141.4	1,099,045	931,730	462,191	441,185	46.4	42.5
35	**Comerica Bank-Detroit**	1,935,764	1,880,462	2.9	112,514	684,403	617,047	10.9	247,023	266,800	1,004,338	996,615	40.1	38.2
36	**Michigan National Bank, Farmington Hills, Mich.**	1,920,859	1,834,944	4.7	37,315	543,037	622,897	-12.8	906,558	727,914	471,264	484,133	33.5	33.3
37	**AmeriTrust Co. NA, Cleveland**	1,898,547	2,102,728	-9.7	31,322	799,440	879,074	-9.1	255,872	259,586	843,235	964,068	33.1	35.3
38	**Huntington National Bank, Columbus, Ohio**	1,842,861	1,852,589	-0.5	241,490	501,299	313,930	59.7	165,801	347,444	1,175,761	1,191,215	37.9	40.5
39	**Maryland Bank NA, Newark, Del.**	1,833,130	1,397,021	31.2	0	0	0	....	1,829,360	1,391,967	3,770	5,054	95.7	96.1
40	**Banco Popular de Puerto Rico, San Juan**	1,824,924	1,525,583	19.6	179,459	186,927	204,579	-8.6	244,833	196,501	1,393,164	1,124,503	65.8	67.6
41	**BancOhio National Bank, Columbus**	1,823,308	1,642,982	11.0	50,908	302,043	342,340	-11.8	769,559	580,711	751,706	719,931	53.8	53.1
42	**First National Bank of Atlanta**	1,819,951	1,618,297	12.5	94,057	448,434	360,021	24.6	854,207	868,251	517,310	390,025	39.7	34.8
43	**National Bank of Detroit**	1,772,615	1,406,608	26.0	6,903	996,089	710,048	40.3	40,277	40,248	736,249	656,312	23.3	18.4
44	**First Interstate Bank of Arizona NA, Phoenix**	1,734,217	1,767,129	-1.9	59,665	358,707	396,751	-9.6	300,022	324,728	1,075,488	1,045,650	37.7	39.5
45	**Irving Trust Co., New York**	1,712,416	1,109,805	54.3	936,295	937,276	279,408	235.5	231,109	142,089	544,031	688,308	13.8	9.5
46	**Meridian Bank, Reading, Pa.**	1,696,028	1,465,854	15.7	33,191	547,862	460,285	19.0	242,932	195,221	905,234	810,348	35.6	34.1
47	**American Express Centurion Bank, Newark, Del.**	1,650,443	222,762	640.9	2,968	2,968	2,249	32.0	1,647,475	220,513	0	0	100.0	100.0
48	**California First Bank, San Francisco**	1,646,600	1,663,907	-1.0	136,706	1,041,974	639,734	62.9	149,764	152,974	454,862	871,199	39.0	39.3
49	**Pittsburgh National Bank**	1,633,565	1,497,953	9.1	53,419	438,843	367,828	19.3	102,022	88,498	1,092,700	1,041,627	23.5	21.8
50	**First National Bank of Boston**	1,628,462	2,258,238	-27.9	172,060	610,514	999,125	-38.9	526,932	559,246	491,016	699,867	9.1	12.7
51	**Florida National Bank, Jacksonville**	1,608,185	1,437,913	11.8	65,128	370,544	319,192	16.1	92,228	120,003	1,145,413	998,718	35.7	32.3
52	**Barnett Bank of South Florida NA, Miami**	1,590,834	1,328,667	19.7	34,998	654,363	455,029	43.8	233,217	202,472	703,254	671,166	43.1	43.0
53	**Rainier National Bank, Seattle**	1,518,207	1,473,623	3.0	25,097	527,103	502,010	5.0	449,506	444,986	541,598	526,627	26.2	26.2
54	**Citizens & Southern Nat'l Bank of Fla., Ft. Lauderdale**	1,487,321	1,413,147	5.2	238,612	723,003	734,537	-1.6	107,036	106,189	657,282	572,421	46.7	50.3
55	**First Bank NA, Minneapolis**	1,448,331	1,387,606	4.4	96,585	563,588	458,070	23.0	233,102	230,889	651,641	698,647	15.8	13.8
56	**AmSouth Bank Birmingham NA, Ala.**	1,435,099	1,369,139	4.8	75,904	654,414	589,182	11.1	135,179	129,231	645,506	650,726	35.1	35.3
57	**Society National Bank, Cleveland**	1,429,381	1,426,723	0.2	144,990	592,723	574,670	3.1	226,514	221,060	610,144	630,993	43.5	43.3
58	**First Florida Bank NA, Tampa**	1,413,655	1,263,373	11.9	38,627	679,960	612,879	10.9	47,860	40,021	685,835	610,473	44.8	44.7
59	**Shawmut Bank NA, Boston**	1,407,671	1,348,126	4.4	0	569,321	586,681	-3.0	192,117	167,602	646,233	593,843	28.8	29.1
60	**Maryland National Bank, Baltimore**	1,382,111	1,042,565	32.6	118,309	412,005	195,735	110.5	352,111	314,300	617,995	532,530	23.6	20.9
61	**Arizona Bank, Phoenix**	1,370,985	1,196,489	14.6	50,551	729,375	565,925	28.9	196,558	207,168	445,052	423,396	37.3	36.5
62	**Norstar Bank of Upstate NY, Albany**	1,344,224	1,209,573	11.1	86,042	415,695	317,535	30.9	87,384	49,116	841,145	842,922	56.9	54.7
63	**United States National Bank, Portland, Ore.**	1,342,750	1,348,844	-0.5	17,016	420,415	419,500	0.2	376,359	336,488	545,976	592,856	25.6	27.2
64	**First Tennessee Bank NA, Memphis**	1,339,816	1,126,102	19.0	83,374	379,015	243,413	55.7	240,252	226,872	720,549	655,817	38.1	35.4
65	**Bank of New England NA, Boston**	1,326,142	1,410,761	-6.0	299,788	763,268	854,088	-10.6	125,697	123,173	437,177	433,500	13.1	16.9
66	**Fidelity Bank NA, Malvern, Pa.**	1,257,621	1,162,908	8.1	120,267	483,823	370,428	30.6	181,182	189,570	592,616	602,910	21.0	22.0
67	**Mellon Bank NA, Pittsburgh**	1,253,231	1,652,058	-24.1	88,034	378,297	653,202	-42.1	144,637	133,791	730,297	865,065	9.3	9.9
68	**National City Bank, Cleveland**	1,233,676	1,115,791	10.6	86,260	443,748	399,889	11.0	110,959	96,605	678,969	619,297	30.1	28.0
69	**Union Bank, Los Angeles**	1,221,019	1,125,128	8.5	5,475	361,581	330,115	9.5	132,409	123,893	727,029	671,120	18.7	16.5
70	**Bank of Baltimore**	1,219,658	779,959	56.4	34,691	634,462	370,640	71.2	31,569	22,207	553,627	387,112	64.1	67.9
71	**Central Fidelity Bank, Richmond**	1,217,159	1,135,768	7.2	39,767	404,580	346,454	16.8	252,181	271,419	560,398	517,895	43.3	47.2
72	**First Union National Bank of Florida, Jacksonville**	1,201,620	1,242,740	-3.3	77,890	551,580	485,599	13.6	134,844	143,692	515,196	613,449	37.0	38.2
73	**South Carolina National Bank, Charleston**	1,181,110	1,074,324	9.9	121,804	418,979	275,878	51.9	196,614	191,174	565,517	607,272	35.1	34.4
74	**Manufacturers National Bank, Detroit**	1,173,763	1,069,221	9.8	76,146	720,694	600,441	20.0	85,637	89,130	367,432	379,650	24.4	24.4
75	**Banco de Ponce, P.R.**	1,165,817	894,013	30.4	0	337,339	284,810	18.4	99,015	72,904	729,463	536,299	73.8	67.3
76	**BayBank Middlesex, Burlington, Mass.**	1,161,914	988,233	17.6	246,790	703,801	499,955	40.8	113,451	102,719	344,662	385,559	45.4	45.3
77	**First Alabama Bank, Montgomery**	1,155,808	1,092,684	5.8	71,387	439,864	354,888	23.9	100,213	105,308	615,731	632,488	44.0	44.1
78	**Fleet National Bank, Providence, R.I.**	1,133,721	1,199,231	-5.5	207,409	624,727	701,816	-11.0	149,862	138,895	359,132	358,520	22.7	27.2
79	**National Westminster Bank USA, New York**	1,120,766	994,928	12.6	53,646	245,211	243,542	0.7	386,440	393,358	489,115	358,028	13.2	12.9
80	**Bank of Hawaii, Honolulu**	1,119,210	1,011,133	10.7	121,420	586,010	461,146	27.1	146,727	137,971	386,473	412,016	34.4	37.2
81	**Bank One Columbus NA, Ohio**	1,115,909	964,229	15.7	28,040	138,227	97,495	41.8	459,558	302,417	518,124	564,317	46.3	46.5
82	**Indiana National Bank, Indianapolis**	1,100,817	920,408	19.6	20,957	297,342	259,759	14.5	314,954	290,587	488,521	370,062	37.1	34.7
83	**Lomas Bank USA, Wilmington, Del.**	1,099,127	654,689	67.9	10,141	11,917	2,000	495.9	1,087,210	652,689	0	0	100.0	99.9
84	**Marine Midland Bank (Delaware) NA, Wilmington**	1,081,053	806,448	34.1	0	47,071	76,839	-38.7	733,764	563,229	300,218	166,380	62.6	64.0
85	**Norstar Bank NA, Buffalo, N.Y.**	1,077,744	1,073,402	0.4	70,212	266,583	236,896	12.5	86,849	91,271	724,312	745,235	40.6	44.9
86	**First Interstate Bank of Oregon NA, Portland**	1,073,450	1,120,459	-4.2	32,471	271,704	368,227	-26.2	227,267	207,175	574,479	545,057	33.2	32.7
87	**Citibank Maryland NA, Towson**	1,058,194	996,029	6.2	0	88,458	8,150	985.4	966,260	984,693	3,476	3,186	100.0	100.0
88	**First Virginia Bank, Falls Church**	1,033,683	942,646	9.7	68,849	357,549	302,961	18.0	118,743	123,898	557,391	515,787	86.4	89.0
89	**Mercantile Bank NA, St. Louis**	1,027,655	1,016,702	1.1	73,792	340,403	225,943	50.7	284,265	405,779	402,987	384,980	33.3	33.7
90	**Barnett Bank of Central Florida NA, Orlando**	1,019,992	912,093	11.8	0	251,335	189,310	32.8	140,394	135,295	628,263	587,488	63.4	67.4
91	**Sun Bank NA, Orlando**	1,007,911	1,022,187	-1.4	75,814	327,589	327,462	0.0	296,526	304,217	383,796	390,508	40.2	43.8
92	**Provident National Bank, Philadelphia**	1,007,416	858,863	17.3	0	311,268	297,137	4.8	0	0	696,148	561,726	26.3	24.3
93	**First National Bank of Maryland, Baltimore**	1,003,630	849,575	18.1	143,876	595,480	420,466	41.6	31,191	21,677	376,959	407,432	32.9	30.8
94	**Corestates Bank of Delaware NA, Wilmington**	995,566	830,578	19.9	0	0	0	....	995,566	830,578	0	0	100.0	100.0
95	**Barnett Bank of SW Florida, Sarasota**	993,228	....	...	8,629	851,512	0	..	8,409	....	133,307	....	79.3	....
96	**First Interstate Bank of Washington NA, Seattle**	989,253	960,854	3.0	11,606	280,529	300,993	-6.8	256,968	277,389	451,756	382,472	47.6	46.6
97	**Citizens Fidelity Bank & Trust Co., Louisville, Ky.**	988,434	790,122	25.1	0	47,560	44,423	7.1	65,145	28,916	875,729	716,783	33.1	30.6
98	**Branch Banking & Trust Co., Wilson, N.C.**	977,785	750,648	30.3	19,420	620,195	416,863	48.8	86,396	72,848	271,194	260,937	39.7	35.6
99	**Dominion Bank NA, Roanoke, Va.**	953,496	1,027,932	-7.2	86,907	485,663	539,807	-10.0	111,642	139,226	356,191	348,899	44.2	45.9
100	**Midlantic National Bank/North, West Paterson, N.J.**	947,227	881,613	7.4	123,269	379,210	376,322	0.8	103,654	106,314	464,363	398,977	42.6	45.0
	Totals for the Top 100 Banks‡	**$257.1**	**$231.7**	+11.0	**$14.0**	**$92.7**	**$78.8**	+17.6	**$72.8**	**$64.1**	**$91.6**	**$88.7**	....	....
	Totals for All FDIC-Insured Banks‡†	**$614.3**	**$558.2**	+10.1	**$30.6**	**$262.9**	**$222.5**	+18.2	**$102.8**	**$91.9**	**$248.6**	**$243.8**	....	....

Data Source: Data were provided by **ADP Data Services Division, New York,** from its data base of the Federal Regulatory report of condition (RC). ADP adjusts the 1986 data for mergers occurring in 1987. **Total Consumer Loans** are mortgage loans plus credit card loans plus all other consumer loans. **Mortgage loans** are loans secured by 1-4 family residential properties, including home equity loans. (Schedule RC-C, Column B-Domestic Offices, items 1.c.(1) + 1.c.(2).) **Home equity loans** are revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit. (Schedule RC-C, Column B, item 1.c.(1).) **Credit card loans** include all extentions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or special prearranged overdraft plans. (Schedule RC-C, Column A-Consolidated Bank, item 6a.) **All other consumer loans** are loans to individuals for household, family, and other personal expenditures and include single payment, instalment, and student loans. (Schedule RC-C, Column A, item 6b.) **Consumer loans % of total loans** is the ratio of total consumer loans to total loans. **Total loans** are Loans and leases, net of unearned income. (RC-Balance Sheet, item 4.a.) **(¹)**— Please note that home equity loans— which were reported by banks for the first time on the Report of Condition for Dec. 31, 1987— are included in the "Mortgage Loans" column. **(‡)**— In billions of dollars. **(†)**— Aggregate data are from the Federal Deposit Insurance Corp., Washington, D.C.

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Top 300 Banks in Lending to the Consumer

Based on Federal Regulatory Report of Condition data for Dec. 31, 1987, compared with Dec. 31, 1986 (dollar amounts in thousands)

Rank 12/87		Total Consumer Loans			Home Equity Loans[1]	Total Mortgage Loans			Credit Card Loans		All Other Consumer Loans		Consumer Loans As % of Total Loans	
		12/31/87	12/31/86	% Chg.	12/31/87	12/31/87	12/31/86	% Chg.	12/31/87	12/31/86	12/31/87	12/31/86	12/31/87	12/31/86
101	**First Union National Bank of Georgia, Atlanta**	943,330	1,143,690	-17.5	37,465	310,659	393,880	-21.1	64,825	62,796	567,846	687,014	39.1	43.8
102	**Barnett Bank of Pinellas Cty., St. Petersburg, Fla.**	938,917	264,753	254.6	19,143	733,269	122,209	500.0	44,861	38,737	160,787	103,807	64.9	52.3
103	**Union Trust Co., Stamford, Conn.**	925,369	819,750	12.9	17,814	406,449	397,024	2.4	127,788	110,455	391,132	312,271	43.2	46.5
104	**Wilmington Trust Co., Del.**	923,896	849,143	8.8	42,451	487,529	407,012	19.8	65,387	69,250	370,980	372,881	52.2	52.9
105	**Colonial National Bank USA, Wilmington, Del.**	922,505	613,639	50.3	0	149,769	6,616	2,163.7	521,896	433,683	250,840	173,340	97.4	100.0
106	**First-Citizens Bank & Trust Co., Raleigh, N.C.**	915,092	867,051	5.5	97,667	259,984	147,466	76.3	57,097	52,697	598,011	666,888	56.1	57.2
107	**National Community Bank, Rutherford, N.J.**	906,716	698,598	29.8	129,833	746,209	534,412	39.6	3,000	2,951	157,507	161,235	39.0	39.2
108	**Deposit Guaranty National Bank, Jackson, Miss.**	904,478	863,901	4.7	22,268	310,127	322,715	-3.9	41,844	32,067	552,507	509,119	44.7	44.7
109	**Central Bank of the South, Birmingham, Ala.**	902,560	826,383	9.2	54,971	432,483	344,504	25.5	135,656	124,916	334,421	356,963	40.5	39.7
110	**Equitable Bank NA, Baltimore**	898,925	742,503	21.1	155,396	244,374	188,442	29.7	309,968	222,977	344,583	331,084	40.3	36.5
111	**Boatmen's National Bank, St. Louis**	897,753	904,176	-0.7	61,665	406,741	373,759	8.8	113,057	123,046	377,955	407,371	39.0	41.4
112	**Hibernia National Bank, New Orleans**	884,791	721,428	22.6	22,180	465,952	276,697	68.4	127,661	118,457	291,178	326,274	26.9	25.0
113	**First Fidelity Bank NA/North Jersey, Totowa**	878,631	758,077	15.9	164,481	632,438	400,387	58.0	14,044	50,923	232,149	306,767	60.2	54.4
114	**NCNB South Carolina, Columbia**	866,754	685,555	26.4	54,207	223,697	147,225	51.9	402,122	328,003	240,935	210,327	42.0	41.0
115	**First Deposit National Bank, Tilton, N.H.**	859,156	349,941	145.5	0	4,140	2,788	48.5	853,630	345,590	1,386	1,563	99.1	100.0
116	**Norwest Bank Minneapolis NA**	843,361	776,957	8.5	32,535	172,323	159,496	8.0	35,920	35,800	635,118	581,661	23.7	19.9
117	**Mellon Bank Delaware NA, Wilmington**	825,183	699,865	17.9	10,972	71,326	68,645	3.9	622,891	485,452	130,966	145,768	86.7	85.1
118	**First Fidelity Bank NA/South Jersey, Burlington Twp.**	815,018	732,618	11.2	112,949	285,135	256,944	11.0	10,362	10,480	519,521	465,194	75.2	77.1
119	**Sanwa Bank California, San Francisco**	805,337	776,766	3.7	3,640	366,904	188,622	94.5	39,443	38,736	398,990	549,408	21.2	21.9
120	**First Security Bank of Utah NA, Ogden**	802,831	750,656	7.0	88,268	439,919	362,470	21.4	89,250	92,879	273,662	295,307	42.6	39.5
121	**Harris Trust & Savings Bank, Chicago**	800,157	802,372	-0.3	55,422	187,925	192,784	-2.5	369,167	358,992	243,065	250,596	16.2	16.7
122	**Morgan Guaranty Trust Co., New York**	796,825	730,865	9.0	21,670	193,107	168,900	14.3	140	7,122	603,578	554,843	2.6	2.2
123	**Bank One Indianapolis NA**	792,518	948,338	-16.4	22,095	188,043	305,863	-38.5	208,349	247,179	396,126	395,296	31.2	36.4
124	**First RepublicBank Dallas NA**	783,347	893,565	-12.3	0	272,417	363,382	-25.0	71,567	72,358	439,363	457,826	5.7	5.9
125	**First Interstate Bank of Nevada NA, Reno**	775,732	804,691	-3.6	19,269	277,446	273,310	1.5	115,869	122,369	382,417	409,012	41.9	42.5
126	**Central Trust Co. NA, Cincinnati**	765,754	687,084	11.4	82,229	274,447	237,658	15.5	83,923	84,485	407,384	364,941	37.7	36.5
127	**Bankers Trust Co., New York**	764,586	1,170,826	-34.7	0	47,967	94,626	-49.3	30,240	28,566	686,379	1,047,634	3.1	4.1
128	**Trust Company Bank, Atlanta**	761,665	776,295	-1.9	41,751	168,098	132,076	27.3	143,755	158,165	449,812	486,054	22.7	23.4
129	**United Jersey Bank, Hackensack, N.J.**	753,570	673,569	11.9	134,679	346,278	290,622	19.2	159,136	124,850	248,156	258,097	28.5	29.4
130	**Citizens & Southern National Bank, Charleston, S.C.**	750,778	720,972	4.1	109,256	250,679	184,599	35.8	67,713	126,590	432,386	409,783	36.6	37.9
131	**Key Bank NA, Albany, N.Y.**	747,032	688,778	8.5	26,788	186,014	162,115	14.7	65,503	58,089	495,515	468,574	51.5	50.9
132	**Fifth Third Bank, Cincinnati**	744,780	588,159	26.6	26,722	166,516	100,344	65.9	118,611	129,237	459,653	358,578	34.9	35.9
133	**Princeton Bank, N.J.**	744,697	656,822	13.4	76,514	328,306	273,638	20.0	86,691	91,014	329,700	292,170	66.3	65.7
134	**First American Bank of Virginia, McLean**	737,614	625,124	18.0	0	248,097	226,668	9.5	73,984	65,623	415,533	332,833	34.6	34.1
135	**First Security Bank Idaho NA, Boise**	730,639	693,721	5.3	26,692	337,948	280,148	20.6	64,644	67,076	328,047	346,497	56.4	54.9
136	**BayBank Norfolk County Trust Co., Dedham, Mass.**	725,493	627,896	15.5	122,094	417,442	296,557	40.8	52,065	46,902	255,986	284,437	64.7	63.3
137	**First Hawaiian Bank, Honolulu**	724,017	716,006	1.1	36,981	361,311	360,207	0.3	85,952	83,420	276,754	272,379	43.0	43.8
138	**Toledo Trust Co., Ohio**	703,987	705,789	-0.3	28,472	180,005	200,055	-10.0	74,592	65,286	449,390	440,448	35.1	38.9
139	**Chase Bank of Maryland, Baltimore**	701,730	294,509	138.3	113,712	554,940	236,728	134.4	18,078	3,147	128,712	54,634	91.3	67.5
140	**Security Bank & Trust Co., Southgate, Mich.**	693,087	664,696	4.3	16,098	131,292	103,264	27.1	383,963	360,248	177,832	201,184	81.1	82.4
141	**Manufacturers & Traders Trust Co., Buffalo, N.Y.**	692,199	616,059	12.4	24,434	364,579	283,575	28.6	99,768	131,399	227,852	201,085	34.5	34.5
142	**Sun Bank Miami NA**	687,791	585,302	17.5	33,153	162,567	149,195	9.0	9,396	9,589	515,828	426,518	49.5	46.4
143	**Tokai Bank of California, Los Angeles**	687,569	322,038	113.5	0	21,928	21,579	1.6	715	121	664,926	300,338	42.2	38.6
144	**Northeastern Bank of Pennsylvania, Wilkes-Barre**	687,374	595,941	15.3	22,675	312,297	272,751	14.5	20,320	21,713	354,757	301,477	43.3	42.1
145	**Bank South NA, Atlanta**	683,961	605,627	12.9	70,155	291,633	171,287	70.3	65,273	68,011	327,055	366,329	28.1	28.6
146	**Zions First National Bank, Salt Lake City, Utah**	683,218	702,519	-2.7	44,280	192,607	215,082	-10.4	59,991	52,100	430,620	435,337	38.7	38.9
147	**Key Bank of Central NY, Syracuse**	673,993	545,436	23.6	11,290	176,718	120,676	46.4	38,292	39,314	458,983	385,446	63.9	62.8
148	**Barnett Bk of Palm Beach Cty., W. Palm Bch, Fla.**	671,861	627,239	7.1	0	351,113	295,708	18.7	65,196	61,531	255,552	270,000	61.6	60.0
149	**Trustmark National Bank, Jackson, Miss.**	660,022	577,750	14.2	12,437	251,902	211,452	19.1	49,438	43,754	358,682	322,544	41.1	38.5
150	**Sovran Bank/Maryland, Bethesda**	659,348	565,046	16.7	112,978	326,905	262,953	24.3	9,836	6,055	322,607	296,038	28.7	28.8
151	**Equibank, Pittsburgh**	657,336	925,504	-29.0	39,473	236,572	182,723	29.5	70,358	400,016	350,406	342,765	41.8	54.3
152	**First National Bank, Cincinnati**	650,178	496,073	31.1	43,430	221,443	115,571	91.6	96,435	70,383	332,300	310,119	36.7	35.8
153	**Bank of New England - West NA, Springfield, Mass.**	649,945	487,462	33.3	54,691	229,164	148,852	54.0	42,188	39,916	378,593	298,694	49.1	44.6
154	**Bank One Dayton NA, Ohio**	647,117	575,556	12.4	25,770	135,094	123,328	9.5	174,273	171,980	337,750	280,248	49.6	49.1
155	**First Wisconsin National Bank, Milwaukee**	647,080	650,287	-0.5	32,175	169,187	170,879	-1.0	360,392	358,388	117,501	121,020	24.7	23.2
156	**Signet Bank/Maryland, Baltimore**	641,827	563,625	13.9	102,282	226,278	145,976	55.0	38,982	117,052	376,567	300,597	29.2	28.0
157	**Continental Illinois National B & T Co., Chicago**	639,830	551,657	16.0	24,490	182,811	148,730	22.9	5,794	5,796	451,225	397,131	3.1	2.6
158	**Liberty National Bank & Trust Co., Louisville, Ky.**	631,580	583,762	8.2	28,887	92,692	92,316	0.4	59,732	64,921	479,156	426,525	47.3	45.4
159	**Midlantic National Bank/South, Mt. Laurel, N.J.**	631,072	569,039	10.9	58,901	148,146	155,025	-4.4	4,824	5,596	478,102	408,418	37.9	37.4
160	**Midlantic National Bank, Newark, N.J.**	626,327	516,696	21.2	183,707	266,881	196,647	35.7	9,328	9,791	350,118	310,258	16.7	15.0
161	**Continental Bank, Norristown, Pa.**	625,616	559,422	11.8	21,134	390,724	309,399	26.3	63,883	66,400	171,009	183,623	23.5	23.2
162	**Barclays Bank of New York NA**	618,532	523,603	18.1	156,856	386,736	282,707	36.8	11,322	10,946	220,474	229,950	30.0	30.4
163	**Bank of Boston Connecticut, Waterbury**	617,412	512,859	20.4	100,147	402,173	267,043	50.6	59,531	44,736	155,708	201,080	33.2	35.2
164	**Rhode Island Hospital Trust Nat'l Bk, Providence**	614,281	641,426	-4.2	82,401	268,712	345,985	-22.3	81,459	82,452	264,110	212,989	31.4	33.6
165	**Mellon Bank (East) NA, Philadelphia**	608,598	580,938	4.8	30,551	220,524	227,399	-3.0	42,117	45,819	345,957	307,720	18.6	16.0
166	**First Pennsylvania Bank NA, Philadelphia**	606,658	525,842	15.4	70,956	212,437	121,977	74.2	734	3,075	393,487	400,790	16.5	14.6
167	**Society Bank NA, Dayton, Ohio**	605,624	565,278	7.1	27,038	332,621	336,347	-1.1	29,935	30,331	243,068	198,600	52.9	51.2
168	**Sovran Bank/Central South, Nashville, Tenn.**	599,907	489,569	22.5	35,600	220,979	149,307	48.0	85,350	83,104	293,578	257,158	33.7	31.0
169	**Riggs National Bank, Washington, D.C.**	596,465	431,602	38.2	165,475	355,933	224,784	58.3	35,014	32,993	205,518	173,825	19.0	15.3
170	**Sun Bank South Florida NA, Fort Lauderdale**	596,112	518,972	14.9	38,438	322,649	258,029	25.0	33,846	35,172	239,617	225,771	53.7	55.2
171	**Citizens First National Bank, Ridgewood, N.J.**	595,990	543,744	9.6	116,410	444,935	391,573	13.6	37,976	25,082	113,079	127,089	36.8	39.7
172	**Horizon Bank NA, Morristown, N.J.**	595,686	586,603	1.5	138,476	319,863	267,513	19.6	156,814	171,534	119,009	147,556	46.7	52.1
173	**Centerre Bank NA, St. Louis**	590,612	541,003	9.2	27,723	390,069	298,420	30.7	64,475	120,756	136,068	121,827	30.5	25.0
174	**City National Bank, Beverly Hills**	587,030	552,323	6.3	30,961	109,989	74,227	48.2	26,041	13,800	451,000	464,296	29.6	34.0
175	**Citibank Arizona, Phoenix**	584,484	556,450	5.0	52,627	522,875	493,511	6.0	40,199	41,512	21,410	21,427	84.0	83.9
176	**First City Bank Sioux Falls NA, S.D.**	584,234	588,555	-0.7	0	0	0		583,950	587,949	284	606	100.0	100.0
177	**Bank of Delaware, Wilmington**	575,806	540,050	6.6	40,681	244,734	217,918	12.3	46,803	60,078	284,269	262,054	50.0	50.9
178	**Bank of California NA, San Francisco**	573,048	558,110	2.7	49,332	456,248	450,490	1.3	65,106	56,327	51,694	51,293	15.7	18.5
179	**United Bank & Trust Co., Hartford, Conn.**	571,512	487,786	17.2	84,764	327,024	213,893	52.9	11,286	10,469	233,202	263,424	44.6	43.8
180	**Norstar Bank, Hempstead, N.Y.**	570,846	451,640	26.4	70,122	134,755	109,530	23.0	40,381	38,428	395,710	303,682	45.9	44.1
181	**City Loan Bank, Columbus, Ohio**	569,251	415,719	36.9	0	247,173	175,829	40.6	0	0	322,078	239,890	99.3	98.5
182	**Republic National Bank, New York**	566,030	660,270	-14.3	730	153,783	278,051	-44.7	32,869	36,619	379,378	345,600	15.1	16.9
183	**Norwest Bank South Dakota NA, Sioux Falls**	558,547	450,043	24.1	4,623	98,863	106,767	-7.4	21,399	13,751	438,285	329,525	55.2	48.6
184	**United Carolina Bank, Whiteville, N.C.**	556,499	485,819	14.5	31,551	230,166	196,640	17.0	31,776	32,277	294,557	256,902	42.5	41.4
185	**Society Bank of Eastern Ohio NA, Canton**	556,308	477,947	16.4	32,691	225,989	203,064	11.3	40,340	40,561	289,979	234,322	61.5	60.5
186	**First American National Bank, Nashville, Tenn.**	554,924	393,308	41.1	51,400	174,685	83,504	109.2	178,746	134,089	201,493	175,715	29.3	22.1
187	**First Seneca Bank, Butler, Pa.**	554,495	496,412	11.7	18,371	249,758	201,920	23.7	27,980	28,374	276,757	266,118	77.6	75.4
188	**Third National Bank, Nashville, Tenn.**	553,540	474,597	16.6	18,936	216,421	157,153	37.7	64,158	55,685	272,961	261,759	29.0	25.4
189	**Bank One Cleveland NA**	547,476	439,289	24.6	21,082	85,235	58,252	46.3	44,482	53,881	417,759	327,156	49.2	44.8
190	**Bank of the West, San Francisco**	547,264	501,586	9.1	18,481	212,670	159,013	33.7	57,134	58,487	277,460	284,086	51.4	48.5
191	**New Jersey National Bank, Pennington, N.J.**	536,987	631,837	-15.0	159,378	320,270	270,455	18.4	0	157,749	216,717	203,633	32.2	43.6
192	**Barnett Bank of Jacksonville NA, Fla.**	535,968	470,680	13.9	13,013	205,166	144,683	41.8	137,649	129,261	193,153	196,736	47.0	46.5
193	**Merchants National Bank & Trust Co., Indianapolis**	532,207	448,658	18.6	110,421	153,388	99,162	54.7	59,394	60,907	319,425	288,589	32.4	28.2
194	**MBank Dallas NA**	529,547	575,482	-8.0	0	355,927	381,432	-6.7	10,953	9,474	162,667	184,576	9.5	8.9
195	**Northern Trust Co., Chicago**	528,146	423,463	24.7	62,462	407,644	268,714	51.7	16,605	15,819	103,897	138,930	14.6	11.5
196	**Central Carolina Bank & Trust Co. NA, Durham, N.C.**	525,608	423,406	24.1	70,988	296,594	225,709	31.4	73,936	66,043	155,078	131,654	50.6	49.5
197	**Citizens Bank & Trust Co., Riverdale, Md.**	524,585	524,249	0.1	0	98,372	89,751	9.6	10,121	7,911	416,092	426,587	53.8	63.8
198	**Hibernia Bank, San Francisco**	524,445	532,061	-1.4	45,176	449,932	429,836	4.7	2,191	14,339	72,322	87,886	49.9	51.9
199	**Idaho First National Bank, Boise**	523,724	525,768	-0.4	15,613	112,681	133,304	-15.5	71,618	64,297	339,425	328,167	34.9	35.3
200	**Union National Bank, Pittsburgh**	521,336	542,285	-3.9	3,022	132,257	140,283	-5.7	75,636	66,311	313,443	335,691	36.9	40.9
	Totals for the Top 200 Banks‡	**$325.7**	**$293.3**	**+11.1**	**$19.0**	**$119.8**	**$100.6**	**+19.0**	**$82.5**	**$73.6**	**$123.4**	**$119.0**	....	....
	Totals for All FDIC-Insured Banks‡†	**$614.3**	**$558.2**	**+10.1**	**$30.6**	**$262.9**	**$222.5**	**+18.2**	**$102.8**	**$91.9**	**$248.6**	**$243.8**	....	....

Data Source: Data were provided by **ADP Data Services Division, New York,** from its data base of the Federal Regulatory report of condition (RC). ADP adjusts the 1986 data for mergers occurring in 1987. **Total Consumer Loans** are mortgage loans plus credit card loans plus all other consumer loans. **Mortgage loans** are loans secured by 1-4 family residential properties, including home equity loans. (Schedule RC-C, Column B-Domestic Offices, items 1.c.(1) + 1.c.(2).) **Home equity loans** are revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit. (Schedule RC-C, Column B, item 1.c.(1).) **Credit card loans** include all extentions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or special prearranged overdraft plans. (Schedule RC-C, Column A-Consolidated Bank, item 6a.) **All other consumer loans** are loans to individuals for household, family, and other personal expenditures and include single payment, instalment, and student loans. (Schedule RC-C, Column A, item 6b.) **Consumer loans % of total loans** is the ratio of total consumer loans to total loans. **Total loans** are Loans and leases, net of unearned income. (RC-Balance Sheet, item 4.a.) **(1)**— Please note that home equity loans— which were reported by banks for the first time on the Report of Condition for Dec. 31, 1987— are included in the "Mortgage Loans" column. **(‡)**— In billions of dollars. **(†)**— Aggregate data are from the Federal Deposit Insurance Corp., Washington, D.C.

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Top 300 Banks in Lending to the Consumer

Based on Federal Regulatory Report of Condition data for Dec. 31, 1987, compared with Dec. 31, 1986 (dollar amounts in thousands)

Rank 12/87		Total Consumer Loans			Home Equity Loans[1]	Total Mortgage Loans			Credit Card Loans		All Other Consumer Loans		Consumer Loans As % of Total Loans	
		12/31/87	12/31/86	% Chg.	12/31/87	12/31/87	12/31/86	% Chg.	12/31/87	12/31/86	12/31/87	12/31/86	12/31/87	12/31/86
201	**European American Bank, New York**	518,433	721,064	-28.1	14,066	167,660	185,459	-9.6	206,475	292,015	144,298	243,590	13.0	17.7
202	**SouthTrust Bank, Birmingham, Ala.**	513,744	457,091	12.4	25,237	165,684	105,270	57.4	109,183	106,102	238,877	245,719	29.1	27.8
203	**Merchants Bank NA, Allentown, Pa.**	502,293	424,477	18.3	24,491	255,914	189,199	35.3	33,290	26,541	213,089	208,737	46.5	47.6
204	**Puget Sound National Bank, Tacoma, Wash.**	499,287	395,878	26.1	3,561	65,043	27,867	133.4	47,943	44,729	386,301	323,282	36.6	32.3
205	**Old National Bank of Washington, Spokane (a)**	498,939	495,672	0.7	2,496	204,946	222,813	-8.0	83,272	83,772	210,721	189,087	37.4	38.9
206	**Hamilton Bank, Lancaster, Pa.**	497,232	445,620	11.6	32,599	245,862	199,152	23.5	0	0	251,370	246,468	24.0	21.6
207	**Delaware Trust Co., Wilmington**	494,684	402,268	23.0	94,804	182,526	118,380	54.2	111,017	84,593	201,141	199,295	66.2	63.2
208	**Commerce Bank St. Louis NA, Clayton**	492,884	457,880	7.6	39,832	218,475	183,293	19.2	45,347	49,194	229,062	225,393	47.6	47.8
209	**First National Bank, Akron, Ohio**	491,957	406,964	20.9	18,096	220,100	143,549	53.3	42,072	45,731	229,785	217,684	52.1	51.8
210	**Central Jersey Bank & Trust Co., Freehold Twp.**	489,293	402,731	21.5	70,337	340,578	197,766	72.2	9,260	8,181	139,455	196,784	56.2	55.3
211	**First Eastern Bank NA, Wilkes-Barre, Pa.**	488,668	427,908	14.2	6,445	290,204	243,079	19.4	12,977	8,347	185,487	176,482	38.4	37.5
212	**Valley National Bank, Passaic, N.J.**	487,838	534,564	-8.7	37,549	240,458	264,902	-9.2	32,719	24,942	214,661	244,720	50.9	56.0
213	**First National Bank of Commerce, New Orleans**	486,595	438,446	11.0	12,433	91,260	75,415	21.0	260,019	232,160	135,316	130,871	40.8	39.8
214	**Norwest Bank Des Moines NA, Iowa**	476,448	385,430	23.6	181	24,581	26,657	-7.8	330,104	249,154	121,763	109,619	59.9	52.7
215	**First Omni Bank NA, Millsboro, Del.**	474,697	463,297	2.5	222	365	81	350.6	473,395	462,409	937	807	98.7	98.7
216	**Chase Bank, Mentor, Ohio**	473,115	203,768	132.2	733	461,959	189,784	143.4	82	0	11,074	13,984	74.5	69.4
217	**Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.**	471,414	459,571	2.6	28,808	268,398	258,045	4.0	35,521	21,937	167,495	179,589	39.3	44.4
218	**Ohio Citizens Bank, Toledo**	469,773	393,776	19.3	19,293	116,544	137,368	-15.2	27,936	30,839	325,293	225,569	54.6	57.9
219	**Union Planters National Bank, Memphis**	458,269	395,325	15.9	11,185	242,400	207,306	16.9	33,290	30,298	182,579	157,721	32.6	32.5
220	**Peoples National Bank, Seattle (a)**	447,975	499,277	-10.3	14,467	151,765	169,430	-10.4	89,142	89,370	207,068	240,477	30.4	30.6
221	**Pennbank, Warren, Pa.**	444,587	408,421	8.9	11,679	172,293	161,985	6.4	19,512	15,815	252,782	230,621	58.0	55.2
222	**National State Bank, Elizabeth, N.J.**	443,856	281,563	57.6	56,916	299,314	128,945	132.1	5,499	31,318	139,043	121,300	33.4	25.5
223	**Sun Bank of Tampa Bay, Fla.**	440,239	411,768	6.9	16,161	203,198	194,229	4.6	10,861	10,528	226,180	207,011	49.8	45.9
224	**American Security Bank NA, Washington, D.C.**	439,502	304,444	44.4	24,161	185,149	134,931	37.2	41,662	37,917	212,691	131,596	14.0	10.4
225	**Philadelphia National Bank**	435,529	528,010	-17.5	52,348	153,864	98,768	55.8	0	0	281,665	429,242	8.6	10.4
226	**First American Bank NA, Washington, D.C.**	428,628	325,923	31.5	41,984	227,944	166,339	37.0	21,140	18,275	179,544	141,309	37.3	34.4
227	**Texas Commerce Bank NA, Houston**	428,028	538,941	-20.6	0	158,786	193,110	-17.8	14,249	14,951	254,993	330,880	6.0	6.6
228	**Barclays Bank of California, San Francisco**	426,741	418,390	2.0	15,360	112,157	101,545	10.5	190,760	134,136	123,824	182,709	46.2	46.4
229	**Old Kent Bank & Trust Co., Grand Rapids, Mich.**	420,697	380,608	10.5	17,460	191,161	134,828	41.8	71,900	83,728	157,636	162,052	28.8	31.8
230	**MBank Houston NA**	420,651	452,441	-7.0	0	256,652	264,480	-3.0	7,080	7,486	156,919	180,475	13.6	13.5
231	**State Street Bank & Trust Co., Boston**	418,910	402,442	4.1	9,918	17,140	6,737	154.4	297,736	294,068	104,034	101,637	19.4	17.9
232	**Barnett Bank of Tampa NA, Fla.**	418,536	310,986	34.6	10,333	250,885	148,523	68.9	46,094	42,318	121,557	120,145	42.4	43.2
233	**Southern National Bank, Lumberton, N.C.**	415,425	337,984	22.9	64,695	168,098	88,332	90.3	40,829	45,425	206,498	204,227	29.7	28.1
234	**First National Bank, Omaha, Neb.**	408,076	276,802	47.4	11,637	28,785	25,886	11.2	343,812	220,799	35,479	30,117	61.2	52.9
235	**Central Bank, San Francisco**	404,472	444,408	-9.0	4,646	25,843	33,435	-22.7	4,630	5,260	373,999	405,713	47.2	48.1
236	**First National Bank, Louisville, Ky.**	403,391	359,729	12.1	30,979	153,715	110,602	39.0	9,171	10,703	240,505	238,424	16.0	14.9
237	**Arlington Trust Co., Lawrence, Mass.**	402,592	349,300	15.3	26,578	184,332	123,857	48.8	36,448	34,291	181,812	191,152	40.7	40.6
238	**First National Bank, Toms River, N.J.**	399,969	362,065	10.5	74,729	195,189	155,349	25.6	30,432	24,784	174,348	181,932	33.0	31.5
239	**First of America Bank - Detroit NA**	397,728	388,739	2.3	1,688	102,854	109,804	-6.3	40,693	39,899	254,181	239,036	51.5	51.4
240	**NBD Genesee Bank NA, Flint, Mich.**	395,345	374,605	5.5	29,895	171,009	161,508	5.9	15,375	11,765	208,961	201,332	66.2	68.2
241	**Barclays Bank of Delaware NA, Wilmington**	395,297	249,928	58.2	0	0	0	...	387,196	248,634	8,101	1,294	100.0	100.0
242	**Bank One Youngstown NA, Ohio**	394,307	484,629	-18.6	10,336	120,307	77,497	55.2	119,797	111,358	154,203	295,774	50.3	53.3
243	**Chittenden Trust Co., Burlington, Vt.**	393,761	323,442	21.7	17,519	272,374	206,194	32.1	28,617	22,865	92,770	94,383	50.6	44.7
244	**First Union National Bank, Greenville, S.C.**	393,643	364,375	8.0	23,126	148,256	125,760	17.9	40,060	38,642	205,327	199,973	52.5	52.1
245	**Summit Trust Co., N.J.**	389,685	315,924	23.3	63,401	274,348	221,052	24.1	5,877	6,133	109,460	88,739	45.3	38.4
246	**Bank of Mississippi, Tupelo**	387,354	352,988	9.7	0	126,529	116,280	8.8	15,184	9,736	245,641	226,972	51.5	51.1
247	**National City Bank, Akron, Ohio**	386,639	319,974	20.8	31,144	94,490	52,599	79.6	9,813	8,781	282,336	258,594	56.3	53.6
248	**United Bank of Denver NA**	385,675	387,908	-0.6	24,039	115,452	99,198	16.4	176,860	185,766	93,363	102,944	28.9	28.1
249	**Barnett Bank of Pasco Cty, Holiday, Fla.**	381,264	250,344	52.3	4,189	203,720	131,325	55.1	16,033	13,957	161,511	105,062	65.2	57.6
250	**RepublicBank Delaware, Newark**	377,442	374,574	0.8	0	0	0	...	377,442	374,574	0	0	100.0	100.0
251	**Commonwealth Bk & Tr Co. NA, Williamsport, Pa.**	377,433	369,769	2.1	1,734	164,647	161,625	1.9	17,428	14,210	195,358	193,934	58.9	59.6
252	**Casco Northern Bank NA, Portland, Me.**	376,129	319,515	17.7	26,263	199,558	167,223	19.3	5,682	992	170,889	151,300	32.7	32.0
253	**Bank One Akron NA, Ohio**	369,193	360,582	2.4	31,403	54,261	38,468	41.1	61,883	65,386	253,049	256,728	52.0	53.4
254	**Baybank Harvard Trust Co., Cambridge, Mass.**	367,767	291,690	26.1	69,951	259,928	186,579	39.3	26,689	23,082	81,150	82,029	41.0	39.0
255	**Commonwealth National Bank, Harrisburg, Pa.**	367,346	363,981	0.9	0	96,295	99,469	-3.2	38,292	40,906	232,759	223,606	38.9	43.3
256	**First Nat'l Bank of Central Jersey, Bridgewater Twp**	360,750	340,156	6.1	67,406	215,811	180,028	19.9	12,192	15,408	132,747	144,720	49.3	52.8
257	**Jefferson National Bank, Charlottesville, Va.**	359,709	345,196	4.2	13,102	202,339	192,689	5.0	4,642	4,452	152,728	148,055	54.7	58.7
258	**PNC National Bank, Wilmington, Del.**	358,056	305,098	17.4	23,504	23,504	4,045	481.1	324,460	300,826	10,092	227	87.8	93.2
259	**Equibank Delaware NA, Wilmington**	356,919	.....	...	0	0	.....	...	356,919	.....	0	.....	99.9	.....
260	**Chase Bank of Arizona, Phoenix**	356,614	111,426	220.0	14,682	286,149	56,422	407.2	10,428	10,196	60,037	44,808	45.1	19.8
261	**United States Trust Co., New York**	353,013	337,545	4.6	28,069	184,027	130,686	40.8	0	75	168,986	206,784	36.5	23.6
262	**NBD Delaware Bank, Wilmington**	352,939	343,357	2.8	0	0	0	...	352,939	343,357	0	0	100.0	100.0
263	**Union Bank & Trust Co. NA, Grand Rapids, Mich.**	352,566	280,045	25.9	14,022	83,329	42,862	94.4	37,054	42,440	232,183	194,743	49.2	45.6
264	**Citizens Commercial & Svgs Bank, Flint, Mich.**	350,835	353,241	-0.7	7,395	201,616	188,806	6.8	28,842	28,387	120,377	136,048	48.6	51.2
265	**M&I Marshall & Ilsley Bank, Milwaukee**	350,445	288,647	21.4	15,115	211,415	158,523	33.4	21,097	22,641	117,933	107,483	24.6	20.4
266	**Summit Bank, Fort Wayne, Ind.**	350,326	321,451	9.0	28,708	181,316	149,989	20.9	38,780	37,829	130,230	133,633	35.8	36.3
267	**Westamerica Bank NA, San Rafael, Calif.**	348,471	312,836	11.4	53,357	127,888	61,638	107.5	54,838	70,265	165,745	180,933	36.0	38.5
268	**First National Bank of Albuquerque, N.M.**	347,254	333,175	4.2	44,395	117,120	82,818	41.4	112,363	121,057	117,771	129,300	47.4	47.2
269	**United Counties Trust Co., Cranford, N.J.**	347,036	.....	...	53,514	192,922	.....	...	65,658	.....	88,456	.....	71.3	.....
270	**Citytrust, Bridgeport, Conn.**	345,319	376,486	-8.3	17,691	171,884	197,586	-13.0	16,617	14,623	156,818	164,277	17.2	18.8
271	**Marine Bank, Warren, Pa.**	342,394	292,542	17.0	21,078	175,301	130,898	33.9	685	0	166,408	161,644	49.9	47.4
272	**Central Bank, Denver**	341,945	360,316	-5.1	282	30,170	33,435	-9.8	271,236	285,283	40,539	41,598	46.7	53.4
273	**First National Bank, Toledo, Ohio**	340,969	315,427	8.1	21,022	79,151	64,223	23.2	37,408	31,474	224,410	219,730	55.1	56.1
274	**San Diego Trust & Savings Bank, Calif.**	340,959	314,597	8.4	28,863	155,971	127,094	22.7	56,749	59,043	128,239	128,460	52.9	46.6
275	**United Penn Bank, Wilkes-Barre, Pa.**	340,589	308,965	10.2	10,008	207,832	180,823	14.9	0	0	132,757	128,142	47.7	46.0
276	**First RepublicBank Houston NA**	338,746	368,529	-8.1	0	137,672	139,810	-1.5	6,359	6,898	194,715	221,821	14.0	12.2
277	**United Bank of Arizona, Phoenix**	338,131	331,206	2.1	29,672	234,182	208,181	12.5	21,916	22,204	82,033	100,821	19.1	19.4
278	**Barnett Bank of Manatee Cty. NA, Bradenton, Fla.**	337,498	255,822	31.9	162,167	166,897	95,890	74.1	28,126	23,272	142,475	136,660	69.0	71.5
279	**Key Bank of Western New York NA, Jamestown**	336,868	293,403	14.8	2,819	43,251	44,077	-1.9	82,083	50,089	211,534	199,237	56.4	57.3
280	**Sunburst Bank, Grenada, Miss.**	336,797	304,341	10.7	13,379	138,462	98,941	39.9	3,437	0	194,898	205,400	46.8	46.4
281	**First National Bank of Wilmington, Del.**	334,647	310,434	7.8	0	3,170	1,654	91.7	323,056	294,474	8,421	14,306	100.0	100.0
282	**Provident Bank, Cincinnati**	328,295	281,259	16.7	24,350	64,521	33,708	91.4	5,663	8,099	258,111	239,452	30.0	31.3
283	**American Nat'l Bk & Tr Co., Chattanooga, Tenn.**	326,194	332,935	-2.0	8,186	101,801	86,832	17.2	44,369	44,545	180,024	201,558	46.6	46.3
284	**First Jersey National Bank, Jersey City, N.J.**	325,692	270,921	20.2	65,156	97,765	86,760	12.7	103,895	96,285	124,032	87,876	18.2	18.1
285	**Northern Central Bank, Williamsport, Pa.**	324,711	320,518	1.3	5,797	164,708	149,973	9.8	8,513	8,005	151,490	162,540	64.1	65.5
286	**Shawmut Worcester Cty Bank NA, Worcester, Mass.**	323,939	251,708	28.7	97,673	237,888	210,791	12.9	5,560	5,352	80,491	35,565	34.1	31.6
287	**BayBank Valley Trust Co., Springfield, Mass.**	322,027	234,013	37.6	30,719	160,949	85,209	88.9	38,362	36,517	122,716	112,287	40.9	33.7
288	**Maine National Bank, Portland**	319,133	246,448	29.5	38,798	186,711	126,781	47.3	32,217	34,028	100,205	85,639	45.2	46.1
289	**Lincoln National Bank & Trust Co., Fort Wayne, Ind.**	319,022	299,048	6.7	11,183	96,736	82,500	17.3	22,413	24,986	199,873	191,562	43.4	47.5
290	**Key Bank of Puget Sound, Seattle**	318,824	213,982	49.0	6,074	112,903	79,064	42.8	56,056	38,692	149,865	96,226	57.1	40.6
291	**Key Bank of Oregon, Portland**	318,507	291,739	9.2	1,686	110,793	115,884	-4.4	33,523	32,720	174,191	143,135	40.3	38.7
292	**First Interstate Bancard NA, Simi Valley, Calif.**	317,879	355,283	-10.5	0	0	0	.....	317,879	355,283	0	0	100.0	100.0
293	**Gallatin National Bank, Uniontown, Pa.**	314,923	263,294	19.6	7,453	139,017	112,098	24.0	7,761	5,706	168,145	145,490	59.9	55.0
294	**Norwest Bank Nebraska NA, Omaha**	314,450	320,065	-1.8	2,367	68,034	90,631	-24.9	25,245	15,600	221,171	213,834	41.4	39.3
295	**Amboy-Madison National Bank, Old Bridge Twp, N.J.**	311,799	257,489	21.1	53,359	287,351	233,836	22.9	252	349	24,196	23,304	74.8	77.3
296	**NBC Bank - San Antonio NA, Tex.**	310,804	356,245	-12.8	0	52,476	72,298	-27.4	0	40,734	258,328	243,213	29.4	28.7
297	**Dominion Bank of Northern Virginia NA, Vienna**	307,153	214,710	43.1	40,550	115,752	39,009	196.7	51,817	56,519	139,584	119,182	66.0	59.2
298	**Bank of New England Old Colony NA, Providence, R.I.**	301,957	319,037	-5.4	52,100	249,490	286,401	-12.9	25,982	12,160	26,485	20,476	39.4	47.3
299	**Trust Company of New Jersey, Jersey City**	300,524	274,296	9.6	24,270	93,429	78,509	19.0	6,813	7,557	200,282	188,230	29.4	32.0
300	**First American Bank of New York**	298,724	273,988	9.0	18,227	154,687	133,823	15.6	22,031	18,960	122,006	121,205	41.7	37.8
	Totals for the Top 300 Banks‡	**$364.7**	**$327.8**	+11.3	**$21.4**	**$135.3**	**$112.8**	+19.9	**$90.2**	**$80.3**	**$139.2**	**$134.7**	....	....
	Totals for All FDIC-Insured Banks‡†	**$614.3**	**$558.2**	+10.1	**$30.6**	**$262.9**	**$222.5**	+18.2	**$102.8**	**$91.9**	**$248.6**	**$243.8**	....	....

Data Source: Data were provided by **ADP Data Services Division, New York,** from its data base of the Federal Regulatory report of condition (RC). ADP adjusts the 1986 data for mergers occurring in 1987. **Total Consumer Loans** are mortgage loans plus credit card loans plus all other consumer loans. **Mortgage loans** are loans secured by 1-4 family residential properties, including home equity loans. (Schedule RC-C, Column B-Domestic Offices, items 1.c.(1) + 1.c.(2).) **Home equity loans** are revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit. (Schedule RC-C, Column B, item 1.c.(1).) **Credit card loans** include all extentions of credit to individuals for household, family, and other personal expenditures arising from bank credit cards or special prearranged overdraft plans. (Schedule RC-C, Column A-Consolidated Bank, item 6a.) **All other consumer loans** are loans to individuals for household, family, and other personal expenditures and include single payment, installment, and student loans. (Schedule RC-C, Column A, item 6b.) **Consumer loans % of total loans** is the ratio of total consumer loans to total loans. **Total loans** are Loans and leases, net of unearned income. (RC-Balance Sheet, item 4.a.) **(1)**—Please note that home equity loans— which were reported by banks for the first time on the Report of Condition for Dec. 31, 1987— are included in the "Mortgage Loans" column. **(‡)**— In billions of dollars. **(†)**— Aggregate data are from the Federal Deposit Insurance Corp., Washington, D.C. **(a)**— On 2/1/88, Peoples National Bank and Old National Bank merged under Peoples' charter and with a new title, U.S. Bank of Washington NA.

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Top 300 Banks in Lending to the Consumer

Listed Georgraphically by Order of Size within States

Rank		Consumer Loans		
1987		1987	1986	% Chg.
	ALABAMA			
56	AmSouth Bank Birmingham NA	1,435,099	1,369,139	4.8
77	First Alabama Bank, Montgomery	1,155,808	1,092,684	5.8
109	Central Bank of the South, Birmingham	902,560	826,383	9.2
202	SouthTrust Bank of Alabama NA, Birmingham	513,744	457,091	12.4
	ARIZONA			
24	Valley National Bank of Arizona, Phoenix	2,534,589	2,456,276	3.2
44	First Interstate Bank of Arizona NA, Phoenix	1,734,217	1,767,129	-1.9
61	Arizona Bank, Phoenix	1,370,985	1,196,489	14.6
175	Citibank Arizona, Phoenix	584,484	556,450	5.0
260	Chase Bank of Arizona, Phoenix	356,614	111,426	220.0
277	United Bank of Arizona, Phoenix	338,131	331,206	2.1
	CALIFORNIA			
2	Bank of America NT&SA, San Francisco	17,789,000	19,669,000	-9.6
4	Wells Fargo Bank NA, San Francisco	11,349,445	12,106,006	-6.2
5	Security Pacific National Bank, Los Angeles	9,773,459	10,460,362	-6.6
10	First Interstate Bank of California, Angeles	5,582,445	5,432,542	2.8
48	California First Bank, San Francisco	1,646,600	1,663,907	-1.0
69	Union Bank, Los Angeles	1,221,019	1,125,128	8.5
119	Sanwa Bank California, San Francisco	805,337	776,766	3.7
143	Tokai Bank of California, Los Angeles	687,569	322,038	113.5
174	City National Bank, Beverly Hills	587,030	552,323	6.3
178	Bank of California NA, San Francisco	573,048	558,110	2.7
190	Bank of the West, San Francisco	547,264	501,586	9.1
198	Hibernia Bank, San Francisco	524,445	532,061	-1.4
228	Barclays Bank of California, San Francisco	426,741	418,390	2.0
235	Central Bank, San Francisco	404,472	444,408	-9.0
267	Westamerica Bank NA, San Rafael	348,471	312,836	11.4
274	San Diego Trust & Savings Bank	340,959	314,597	8.4
292	First Interstate Bancard NA, Simi Valley	317,879	355,283	-10.5
	COLORADO			
248	United Bank of Denver NA	385,675	387,908	-0.6
272	Central Bank, Denver	341,945	360,316	-5.1
	CONNECTICUT			
17	Connecticut National Bank, Hartford	3,061,721	2,355,882	30.0
25	Connecticut Bank & Trust Co. NA, Hartford	2,438,811	2,292,809	6.4
103	Union Trust Co., Stamford	925,369	819,750	12.9
163	Bank of Boston Connecticut, Waterbury	617,412	512,859	20.4
179	United Bank & Trust Co., Hartford	571,512	487,786	17.2
270	Citytrust, Bridgeport	345,319	376,486	-8.3
	DELAWARE			
7	Chase Manhattan Bank USA NA, Wilmington	5,944,693	5,123,672	16.0
16	Greenwood Trust Co., Newcastle	3,147,525	1,007,362	212.5
27	FCC National Bank, Wilmington	2,313,839	1,132,963	104.2
33	Bank of New York (Delaware), Wilmington	2,044,101	752,400	171.7
39	Maryland Bank NA, Newark	1,833,130	1,397,021	31.2
47	American Express Centurion Bank, Newark	1,650,443	222,762	640.9
83	Lomas Bank USA, Wilmington	1,099,127	654,689	67.9
84	Marine Midland Bank (Delaware) NA, Wilmington	1,081,053	806,448	34.1
94	Corestates Bank of Delaware NA, Wilmington	995,566	830,578	19.9
104	Wilmington Trust Co., Wilmington	923,896	849,143	8.8
105	Colonial National Bank USA, Wilmington	922,505	613,639	50.3
117	Mellon Bank Delaware NA, Wilmington	825,183	699,865	17.9
177	Bank of Delaware, Wilmington	575,806	540,050	6.6
207	Delaware Trust Co., Wilmington	494,684	402,268	23.0
215	First Omni Bank NA, Millsboro	474,697	463,297	2.5
241	Barclays Bank of Delaware NA, Wilmington	395,297	249,928	58.2
250	RepublicBank Delaware, Newark	377,442	374,574	0.8
258	PNC National Bank, Wilmington	358,056	305,098	17.4
259	Equibank Delaware NA, Wilmington	356,919	0	-100.0
262	NBD Delaware Bank, Wilmington	352,939	343,357	2.8
281	First National Bank of Wilmington	334,647	310,434	7.8
	DISTRICT OF COLUMBIA			
169	Riggs National Bank, Washington	596,465	431,602	38.2
224	American Security bank NA, Washington	439,502	304,444	44.4
226	First American Bank NA, Washington	428,628	325,923	31.5
	FLORIDA			
18	Southeast Bank NA, Miami	3,004,639	2,644,958	13.6
30	NCNB National Bank of Florida, Tampa	2,134,990	2,001,541	6.7
51	Florida National Bank, Jacksonville	1,608,185	1,437,913	11.8
52	Barnett Bank of South Florida NA, Miami	1,590,834	1,328,667	19.7
54	Citizens & Southern NB of Fla., Ft. Lauderdale	1,487,321	1,413,147	5.2
58	First Florida Bank NA, Tampa	1,413,655	1,263,373	11.9
72	First Union National Bank Florida, Jacksonville	1,201,620	1,242,740	-3.3
90	Barnett Bank of Central Florida NA, Orlando	1,019,992	912,093	11.8
91	Sun Bank NA, Orlando	1,007,911	1,022,187	-1.4
95	Barnett Bank of SW Florida, Sarasota	993,228	0	-100.0
102	Barnett Bank of Pinellas Cty., St. Petersburg	938,917	264,753	254.6
142	Sun Bank Miami NA	687,791	585,302	17.5
148	Barnett Bank of Palm Beach Cty., W. Palm Beach	671,861	627,239	7.1
170	Sun Bank South Florida NA, Fort Lauderdale	596,112	518,972	14.9
192	Barnett Bank of Jacksonville NA	535,968	470,680	13.9
223	Sun Bank of Tampa Bay	440,239	411,768	6.9
232	Barnett Bank of Tampa NA	418,536	310,986	34.6
249	Barnett Bank of Pasco County, Holiday	381,264	250,344	52.3
278	Barnett Bank of Manatee Cty. NA, Bradenton.	337,498	255,822	31.9
	GEORGIA			
26	Citizens & Southern National Bank, Atlanta	2,361,986	2,135,378	10.6
42	First National Bank of Atlanta	1,819,951	1,618,297	12.5
101	First Union National Bank of Georgia, Atlanta	943,330	1,143,690	-17.5
128	Trust Company Bank, Atlanta	761,665	776,295	-1.9
145	Bank South NA, Atlanta	683,961	605,627	12.9
	HAWAII			
80	Bank of Hawaii, Honolulu	1,119,210	1,011,133	10.7
137	First Hawaiian Bank, Honolulu	724,017	716,006	1.1
	IDAHO			
135	First Security Bank Idaho NA, Boise	730,639	693,721	5.3
199	Idaho First National Bank, Boise	523,724	525,768	-0.4
	ILLINOIS			
21	First National Bank of Chicago	2,789,073	4,452,113	-37.4
121	Harris Trust & Savings Bank, Chicago	800,157	802,372	-0.3
157	Continental Illinois National B&T Co., Chicago	639,830	551,657	16.0
195	Northern Trust Co., Chicago	528,146	423,463	24.7
	INDIANA			
82	Indiana National Bank, Indianapolis	1,100,817	920,408	19.6
123	Bank One Indianapolis NA	792,518	948,338	-16.4
193	Merchants National Bank & Trust Co., Indianapolis	532,207	448,658	18.6
266	Summit Bank, Fort Wayne	350,326	321,451	9.0
289	Lincoln National Bank & Trust Co., Fort Wayne	319,022	299,048	6.7
	IOWA			
214	Norwest Bank Des Moines NA	476,448	385,430	23.6
	KENTUCKY			
96	Citizens Fidelity Bank & Trust Co., Louisville	988,434	790,122	25.1
158	Liberty National Bank & Trust Co., Louisville	631,580	583,762	8.2
236	First National Bank, Louisville	403,391	359,729	12.1
	LOUISIANA			
112	Hibernia National Bank, New Orleans	884,791	721,428	22.6
213	First National Bank of Commerce, New Orleans	486,595	438,446	11.0
	MAINE			
252	Casco Northern Bank NA, Portland	376,129	319,515	17.7
288	Maine National Bank, Portland	319,133	246,448	29.5
	MARYLAND			
60	Maryland National Bank, Baltimore	1,382,111	1,042,565	32.6
70	Bank of Baltimore	1,219,658	779,959	56.4
87	Citibank Maryland NA, Towson	1,058,194	996,029	6.2
93	First National Bank of Maryland, Baltimore	1,003,630	849,575	18.1
110	Equitable Bank NA, Baltimore	898,925	742,503	21.1
139	Chase Bank of Maryland, Baltimore	701,730	294,509	138.3
150	Sovran Bank/Maryland, Bethesda	659,348	565,046	16.7
156	Signet Bank/Maryland, Baltimore	641,827	563,625	13.9
197	Citizens Bank & Trust Co., Riverdale	524,585	524,249	0.1
	MASSACHUSSETTS			
13	Boston Safe Deposit & Trust Co., Boston	3,807,187	3,035,620	25.4
50	First National Bank of Boston	1,628,462	2,258,238	-27.9
59	Shawmut Bank NA, Boston	1,407,671	1,348,126	4.4
65	Bank of New England NA, Boston	1,326,142	1,410,761	-6.0
76	BayBank Middlesex, Burlington	1,161,914	988,233	17.6
136	BayBank Norfolk County Trust Co., Dedham	725,493	627,896	15.5
153	Bank of New England - West NA, Springfield	649,945	487,462	33.3
231	State Street Bank & Trust Co., Boston	418,910	402,442	4.1
237	Arlington Trust Co., Lawrence	402,592	349,300	15.3
254	Baybank Harvard Trust Co., Cambridge	367,767	291,690	26.1
286	Shawmut Worcester Cty Bank NA, Worcester	323,939	251,708	28.7
287	Baybank Valley Trust Co., Springfield	322,027	234,013	37.6
	MICHIGAN			
35	Comerica Bank-Detroit	1,935,764	1,880,462	2.9
36	Michigan National Bank, Farmington Hills	1,920,859	1,834,944	4.7
43	National Bank of Detroit	1,772,615	1,406,608	26.0
74	Manufacturers National Bank, Detroit	1,173,763	1,069,221	9.8
140	Security Bank & Trust Co., Southgate	693,087	664,696	4.3
229	Old Kent Bank & Trust Co., Grand Rapids	420,697	380,608	10.5
239	First of America Bank - Detroit NA	397,728	388,739	2.3
240	NBD Genesee Bank NA, Flint	395,345	374,605	5.5
263	Union Bank & Trust Co. NA, Grand Rapids	352,566	280,045	25.9
264	Citizens Commercial & Svgs Bank, Flint	350,835	353,241	-0.7
	MINNESOTA			
55	First Bank NA, Minneapolis	1,448,331	1,387,606	4.4
116	Norwest Bank Minneapolis NA	843,361	776,957	8.5
	MISSISSIPPI			
108	Deposit Guaranty National Bank, Jackson	904,478	863,901	4.7
149	Trustmark National Bank, Jackson	660,022	577,750	14.2
246	Bank of Mississippi, Tupelo	387,354	352,988	9.7
280	Sunburst Bank, Grenada	336,797	304,341	10.7
	MISSOURI			
89	Mercantile Bank NA, St. Louis	1,027,655	1,016,702	1.1
111	Boatmen's National Bank, St. Louis	897,753	904,176	-0.7
173	Centerre Bank NA, St. Louis	590,612	541,003	9.2
208	Commerce Bank St. Louis NA, Clayton	492,884	457,880	7.6
	NEBRASKA			
234	First National Bank, Omaha	408,076	276,802	47.4
294	Norwest Bank Nebraska NA, Omaha	314,450	320,065	-1.8
	NEVADA			
15	Citibank Nevada NA, Las Vegas	3,197,097	2,562,388	24.8
125	First Interstate Bank of Nevada NA, Reno	775,732	804,691	-3.6
	NEW HAMPSHIRE			
115	First Deposit National Bank, Tilton	859,156	349,941	145.5

Top 300 Banks in Lending to the Consumer

Listed Georgraphically by Order of Size within States

Rank 1987		Consumer Loans 1987	1986	% Chg.
	NEW JERSEY			
28	First Fidelity Bank NA, Newark	2,297,576	1,851,972	24.1
100	Midlantic National Bank/North, West Paterson	947,227	881,613	7.4
107	National Community Bank, Rutherford	906,716	698,598	29.8
113	First Fidelity Bank NA/North Jersey, Totowa	878,631	758,077	15.9
118	First Fidelity Bank NA/South Jersey, Burlington Twp.	815,018	732,618	11.2
129	United Jersey Bank, Hackensack	753,570	673,569	11.9
133	Princeton Bank	744,697	656,822	13.4
159	Midlantic National Bank/South, Mt. Laurel	631,072	569,039	10.9
160	Midlantic National Bank, Newark	626,327	516,696	21.2
171	Citizens First National Bank, Ridgewood	595,990	543,744	9.6
172	Horizon Bank NA, Morristown	595,686	586,603	1.5
191	New Jersey National Bank, Pennington	536,987	631,837	-15.0
210	Central Jersey Bank & Trust Co., Freehold Twp.	489,293	402,731	21.5
212	Valley National Bank, Passaic	487,838	534,564	-8.7
222	National State Bank, Elizabeth	443,856	281,563	57.6
238	First National Bank, Toms River	399,969	362,065	10.5
245	Summit Trust Co.	389,685	315,924	23.3
256	First Nat'l Bank of Central Jersey, Bridgewater Twp.	360,750	340,156	6.1
269	United Counties Trust Co., Cranford	347,036	0	-100.0
284	First Jersey National Bank, Jersey City	325,692	270,921	20.2
295	Amboy-Madison National Bank, Old Bridge Twp	311,799	257,489	21.1
299	Trust Company of New Jersey, Jersey City	300,524	274,296	9.6
	NEW MEXICO			
268	First National Bank of Albuquerque	347,254	333,175	4.2
	NEW YORK			
1	Citibank NA, New York	22,914,000	17,972,000	27.5
6	Chemical Bank, New York	6,019,000	4,928,000	22.1
8	Chase Manhattan Bank NA, New York	5,880,175	5,538,861	6.2
9	Marine Midland Bank NA, Buffalo	5,779,381	5,879,395	-1.7
11	Manufacturers Hanover Trust Co., New York	4,472,000	3,860,000	15.9
23	Citibank New York State, Perinton	2,748,579	2,802,421	-1.9
31	Bank of New York	2,133,506	1,945,230	9.7
32	Chase Lincoln First Bank NA, Rochester	2,122,931	1,410,401	50.5
45	Irving Trust Co., New York	1,712,416	1,109,805	54.3
62	Norstar Bank of Upstate NY, Albany	1,344,224	1,209,573	11.1
79	National Westminster Bank USA, New York	1,120,766	994,928	12.6
85	Norstar Bank NA, Buffalo	1,077,744	1,073,402	0.4
122	Morgan Guaranty Trust Co., New York	796,825	730,865	9.0
127	Bankers Trust Co., New York	764,586	1,170,826	-34.7
131	Key Bank NA, Albany	747,032	688,778	8.5
141	Manufacturers & Traders Trust Co., Buffalo	692,199	616,059	12.4
147	Key Bank of Central NY, Syracuse	673,993	545,436	23.6
162	Barclays Bank of New York NA	618,532	523,603	18.1
180	Norstar Bank Hempstead	570,846	451,640	26.4
182	Republic National Bank, New York	566,030	660,270	-14.3
201	European American Bank, New York	518,433	721,064	-28.1
261	United States Trust Co., New York	353,013	337,545	4.6
279	Key Bank of Western New York NA, Jamestown	336,868	293,403	14.8
300	First American Bank of New York	298,724	273,988	9.0
	NORTH CAROLINA			
12	First Union National Bank, Charlotte	3,828,951	2,756,474	38.9
22	Wachovia Bank & Trust Co. NA, Winston-Salem	2,750,341	2,491,712	10.4
29	NCNB National Bank of North Carolina, Charlotte	2,203,052	1,764,571	24.8
98	Branch Banking & Trust Co., Wilson	977,785	750,648	30.3
106	First-Citizens Bank & Trust Co., Raleigh	915,092	867,051	5.5
184	United Carolina Bank, Whitevile	556,499	485,819	14.5
196	Central Carolina Bank & Trust Co. NA, Durham	525,608	423,406	24.1
233	Southern National Bank, Lumberton	415,425	337,984	22.9
	OHIO			
37	AmeriTrust Co. NA, Cleveland	1,898,547	2,102,728	-9.7
38	Huntington National Bank, Columbus	1,842,861	1,852,589	-0.5
41	BancOhio National Bank, Columbus	1,823,308	1,642,982	11.0
57	Society National Bank, Cleveland	1,429,381	1,426,723	0.2
68	National City Bank, Cleveland	1,233,676	1,115,791	10.6
81	Bank One Columbus NA	1,115,909	964,229	15.7
126	Central Trust Co. NA, Cincinnati	765,754	687,084	11.4
132	Fifth Third Bank, Cincinnati	744,780	588,159	26.6
138	Toledo Trust Co.	703,987	705,789	-0.3
152	First National Bank, Cincinnati	650,178	496,073	31.1
154	Bank One Dayton NA	647,117	575,556	12.4
167	Society Bank NA, Dayton	605,624	565,278	7.1
181	City Loan Bank, Columbus	569,251	415,719	36.9
185	Society Bank of Eastern Ohio NA, Canton	556,308	477,947	16.4
189	Bank One Cleveland NA	547,476	439,289	24.6
209	First National Bank, Akron	491,957	406,964	20.9
216	Chase Bank, Mentor	473,115	203,768	132.2
218	Ohio Citizens Bank, Toledo	469,773	393,776	19.3
242	Bank One Youngstown NA	394,307	484,629	-18.6
247	National City Bank, Akron	386,639	319,974	20.8
253	Bank One Akron NA	369,193	360,582	2.4
273	First National Bank, Toledo	340,969	315,427	8.1
282	Provident Bank, Cincinnati	328,295	281,259	16.7
	OREGON			
63	United States National Bank, Portland	1,342,750	1,348,844	-0.5
86	First Interstate Bank of Oregon NA, Portland	1,073,450	1,120,459	-4.2
291	Key Bank of Oregon, Portland	318,507	291,739	9.2
	PENNSYLVANIA			
46	Meridian Bank, Reading	1,696,028	1,465,854	15.7
49	Pittsburgh National Bank	1,633,565	1,497,953	9.1
66	Fidelity Bank NA, Malvern	1,257,621	1,162,908	8.1
67	Mellon Bank NA, Pittsburgh	1,253,231	1,652,058	-24.1
92	Provident National Bank, Philadelphia	1,007,416	858,863	17.3
144	Northeastern Bank of Pennsylvania, Wilkes-Barre	687,374	595,941	15.3
151	Equibank, Pittsburgh	657,336	925,504	-29.0
161	Continental Bank, Norristown	625,616	559,422	11.8
165	Mellon Bank (East) NA, Philadelphia	608,598	580,938	4.8
166	First Pennsylvania Bank NA, Philadelphia	606,658	525,842	15.4
187	First Seneca Bank, Butler	554,495	496,412	11.7
200	Union National Bank, Pittsburgh	521,336	542,285	-3.9
203	Merchants Bank NA, Allentown	502,293	424,477	18.3
206	Hamilton Bank, Lancaster	497,232	445,620	11.6
211	First Eastern Bank NA, Wilkes-Barre	488,668	427,908	14.2
217	Dauphin Deposit Bank & Trust Co., Harrisburg	471,414	459,571	2.6
221	Pennbank, Warren	444,587	408,421	8.9
225	Philadelphia National Bank	435,529	528,010	-17.5
251	Commonwealth Bk & Tr Co. NA, Williamsport	377,433	369,769	2.1
255	Commonwealth National Bank, Harrisburg	367,346	363,981	0.9
271	Marine Bank, Warren	342,394	292,542	17.0
275	United Penn Bank, Wilkes-Barre	340,589	308,965	10.2
285	Northern Central Bank, Williamsport	324,711	320,518	1.3
293	Gallatin National Bank, Uniontown	314,923	263,294	19.6
	PUERTO RICO			
40	Banco Popular de Puerto Rico, San Juan	1,824,924	1,525,583	19.6
75	Banco de Ponce	1,165,817	894,013	30.4
	RHODE ISLAND			
78	Fleet National Bank, Providence	1,133,721	1,199,231	-5.5
164	Rhode Island Hospital Trust Nat'l Bank, Providence	614,281	641,426	-4.2
298	Bank of New England Old Colony NA, Providence	301,957	319,037	-5.4
	SOUTH CAROLINA			
73	South Carolina National Bank, Charleston	1,181,110	1,074,324	9.9
114	NCNB South Carolina, Columbia	866,754	685,555	26.4
130	Citizens & Southern National Bank, Charleston	750,778	720,972	4.1
244	First Union National Bank, Greenville	393,643	364,375	8.0
	SOUTH DAKOTA			
3	Citibank (South Dakota) NA, Sioux Falls	11,637,479	9,876,688	17.8
176	First City Bank Sioux Falls NA	584,234	588,555	-0.7
183	Norwest Bank South Dakota NA, Sioux Falls	558,547	450,043	24.1
	TENNESSEE			
64	First Tennessee Bank NA, Memphis	1,339,816	1,126,102	19.0
168	Sovran Bank/Central South, Nashville	599,907	489,569	22.5
186	First American National Bank, Nashville	554,924	393,308	41.1
188	Third National Bank, Nashville	553,540	474,597	16.6
219	Union Planters National Bank, Memphis	458,269	395,325	15.9
283	American Nat'l Bk & Tr Co., Chattanooga	326,194	332,935	-2.0
	TEXAS			
124	First RepublicBank Dallas NA	783,347	893,566	-12.3
194	MBank Dallas NA	529,547	575,482	-8.0
227	Texas Commerce Bank NA, Houston	428,028	538,941	-20.6
230	MBank Houston NA	420,651	452,441	-7.0
276	First RepublicBank Houston NA	338,746	368,529	-8.1
296	NBC Bank - San Antonio NA	310,804	356,245	-12.8
	UTAH			
120	First Security Bank of Utah NA, Ogden	802,831	750,656	7.0
146	Zions First National Bank, Salt Lake City	683,218	702,519	-2.7
	VERMONT			
243	Chittenden Trust Co., Burlington	393,761	323,442	21.7
	VIRGINIA			
14	Sovran Bank NA, Richmond	3,206,912	3,426,978	-6.4
19	Crestar Bank, Richmond	2,913,090	2,537,920	14.8
34	Signet Bank/Virginia, Richmond	1,938,823	1,529,311	26.8
71	Central Fidelity Bank, Richmond	1,217,159	1,135,768	7.2
88	First Virginia Bank, Falls Church	1,033,683	942,646	9.7
99	Dominion Bank NA, Roanoke	953,496	1,027,932	-7.2
134	First American Bank of Virginia, McLean	737,614	625,124	18.0
257	Jefferson National Bank, Charlottesville	359,709	345,196	4.2
297	Dominion Bank of Northern Virginia NA, Vienna	307,153	214,710	43.1
	WASHINGTON			
20	Seattle-First National Bank	2,820,684	2,569,593	9.8
53	Rainier National Bank, Seattle	1,518,207	1,473,623	3.0
96	First Interstate Bank of Washington NA, Seattle	989,253	960,854	3.0
204	Puget Sound National Bank, Tacoma	499,287	395,878	26.1
205	Old National Bank of Washington, Spokane	498,939	495,672	0.7
220	Peoples National Bank, Seattle	447,975	499,277	-10.3
290	Key Bank of Puget Sound, Seattle	318,824	213,982	49.0
	WISCONSIN			
155	First Wisconsin National Bank, Milwaukee	647,080	650,287	-0.5
265	M&I Marshall & Ilsley Bank, Milwaukee	350,445	288,647	21.4

Top 200 Banks in Home Equity Loans

Based on Federal Regulatory Report of Condition data for Dec. 31, 1987 (dollar amounts in thousands)

Rank 12/87		Home Equity Loans 12/31/87	Mortgage Loans 12/31/87	Equity Loans/ Mortgage Loans (%)
1	**Wells Fargo Bank NA, San Francisco**	1,455,132	6,952,108	20.93
2	**Citibank NA, New York**	1,191,000	8,530,000	13.96
3	**Irving Trust Co., New York**	936,295	937,276	99.90
4	**Bank of America NT&SA, San Francisco**	487,000	10,104,000	4.82
5	**Connecticut Bank & Trust Co. NA, Hartford**	472,213	1,094,602	43.14
6	**First Fidelity Bank NA NJ, Newark**	471,552	1,548,401	30.45
7	**Marine Midland Bank NA, Buffalo, N.Y.**	458,299	1,653,825	27.71
8	**NCNB National Bank of North Carolina, Charlotte**	343,481	1,149,453	29.88
9	**Security Pacific National Bank, Los Angeles**	341,824	6,201,068	5.51
10	**Chase Manhattan Bank NA, New York**	327,685	2,720,288	12.05
11	**Bank of New England NA, Boston**	299,788	763,268	39.28
12	**Valley National Bank of Arizona, Phoenix**	291,693	964,489	30.24
13	**Bank of New York**	279,786	689,339	40.59
14	**Connecticut National Bank, Hartford**	271,021	1,999,507	13.55
15	**Signet Bank/Virginia, Richmond**	260,823	377,587	69.08
16	**BayBank Middlesex, Burlington, Mass.**	246,790	703,801	35.07
17	**Huntington National Bank, Columbus, Ohio**	241,490	501,299	48.17
18	**Citizens & Southern Nat'l Bk of Fla., Ft. Lauderdale**	238,612	723,003	33.00
19	**Fleet National Bank, Providence, R.I.**	207,409	624,727	33.20
20	**Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.**	200,821	771,579	26.03
21	**Chemical Bank, New York**	194,000	2,135,000	9.09
22	**First Union National Bank, Charlotte, N.C.**	193,908	2,678,935	7.24
23	**Manufacturers Hanover Trust Co., New York**	186,000	392,000	47.45
24	**Midlantic National Bank, Newark**	183,707	266,881	68.83
25	**Banco Popular de Puerto Rico, San Juan**	179,459	186,927	96.00
26	**Bankeast Savings Bank & Trust Co., Rochester, N.H.**	176,729	177,466	99.58
27	**First National Bank, Boston**	172,060	610,514	28.18
28	**Riggs National Bank, Washington, D.C.**	165,475	355,933	46.49
29	**First Fidelity Bank NA, Totowa. N.J.**	164,481	632,438	26.01
30	**Barnett Bank of Manatee Cty. NA, Bradenton, Fla.**	162,167	166,897	97.17
31	**New Jersey National Bank, Pennington**	159,378	320,270	49.76
32	**Barclays Bank of New York NA**	156,856	386,736	40.56
33	**Equitable Bank NA, Baltimore**	155,396	244,374	63.59
34	**Society National Bank, Cleveland**	144,990	592,723	24.46
35	**First National Bank of Maryland, Baltimore**	143,876	595,480	24.16
36	**Citizens & Southern National Bank, Atlanta**	139,692	734,777	19.01
37	**Atlantic Bank, New York**	139,257	139,257	100.00
38	**Horizon Bank NA, Morristown, N.J.**	138,476	319,863	43.29
39	**California First Bank, San Francisco**	136,706	1,041,974	13.12
40	**United Jersey Bank, Hackensack**	134,679	346,278	38.89
41	**National Community Bank, Rutherford, N.J.**	129,833	746,209	17.40
42	**Southeast Bank NA, Miami**	127,701	1,077,418	11.85
43	**Crestar Bank, Richmond**	123,347	755,314	16.33
44	**Midlantic National Bank/North, West Paterson, N.J.**	123,269	379,210	32.51
45	**BayBank Norfolk Cty Trust Co., Dedham, Mass.**	122,094	417,442	29.25
46	**South Carolina National Bank, Charleston**	121,804	418,979	29.07
47	**Bank of Hawaii, Honolulu**	121,420	586,010	20.72
48	**Fidelity Bank NA, Malvern, Pa.**	120,267	483,823	24.86
49	**First National Bank, Chicago**	119,989	851,396	14.09
50	**Maryland National Bank, Baltimore**	118,309	412,005	28.72
51	**Citizen First National Bank, Ridgewood, N.J.**	116,410	444,935	26.16
52	**Chase Bank of Maryland, Baltimore**	113,712	554,940	20.49
53	**Sovran Bank Maryland, Bethesda**	112,978	326,905	34.56
54	**First Fidelity Bank NA/S Jersey, Burlington Twp, N.J.**	112,949	285,135	39.61
55	**Comerica Bank - Detroit**	112,514	684,403	16.44
56	**Merchants National Bank & Trust Co., Indianapolis**	110,421	153,388	71.99
57	**Citizens & Southern National Bank, Charleston, S.C.**	109,256	250,679	43.58
58	**Signet Bank/Maryland, Baltimore**	102,282	226,278	45.20
59	**First of America Bank - Michigan NA, Kalamazoo**	101,806	104,067	97.83
60	**Bank of Boston Connecticut, Waterbury, Conn.**	100,147	402,173	24.90
61	**Shawmut Worcester Cty Bank NA, Worcester, Mass.**	97,673	237,888	41.06
62	**First-Citizens Bank & Trust Co., Raleigh, N.C.**	97,667	259,984	37.57
63	**First Bank NA, Minneapolis**	96,585	563,588	17.14
64	**Delaware Trust Co., Wilmington**	94,804	182,526	51.94
65	**First National Bank, Atlanta**	94,057	448,434	20.97
66	**First Security Bank of Utah NA, Ogden**	88,268	439,919	20.06
67	**Mellon Bank NA, Pittsburgh**	88,034	378,297	23.27
68	**Dominion Bank NA, Roanoke, Va.**	86,907	485,663	17.89
69	**National City Bank, Cleveland**	86,260	443,748	19.44
70	**Norstar Bank of Upstate New York, Albany**	86,042	415,695	20.70
71	**United Bank & Trust Co., Hartford, Conn.**	84,764	327,024	25.92
72	**First Tennessee Bank NA, Memphis**	83,374	379,015	22.00
73	**Rhode Island Hospital Trust Nat'l Bank, Providence**	82,401	268,712	30.67
74	**Central Trust Co. NA, Cincinnati**	82,229	274,447	29.96
75	**Boston Safe Deposit & Trust Co.**	80,838	3,264,753	2.48
76	**United Jersey Bank Franklin State, Franklin Twp, N.J.**	80,452	137,611	58.46
77	**First Union National Bank, Jacksonville, Fla.**	77,890	551,580	14.12
78	**Princeton Bank, N.J.**	76,514	328,306	23.31
79	**Manufacturers National Bank, Detroit**	76,146	720,694	10.57
80	**AmSouth Bank Birmingham NA, Ala.**	75,904	654,414	11.60
81	**Sun Bank NA, Orlando, Fla.**	75,814	327,589	23.14
82	**First National Bank of Toms River, N.J.**	74,729	195,189	38.29
83	**Mercantile Bank NA, St. Louis**	73,792	340,403	21.68
84	**Citibank New York State, Perinton**	73,268	676,138	10.84
85	**Chase Lincoln First Bank NA, Rochester, N.Y.**	72,767	1,174,377	6.20
86	**Bucks County Bank & Trust Co., Perkasie, Pa.**	71,865	151,140	47.55
87	**First Alabama Bank, Montgomery**	71,387	439,864	16.23
88	**Central Carolina Bank & Trust Co. NA, Durham, N.C.**	70,988	296,594	23.93
89	**First Pennsylvania Bank NA, Philadelphia**	70,956	212,437	33.40
90	**Central Jersey Bank & Trust Co., Freehold Twp**	70,337	340,578	20.65
91	**Norstar Bank NA, Buffalo, N.Y.**	70,212	266,583	26.34
92	**Bank South NA, Atlanta**	70,155	291,633	24.06
93	**Norstar Bank, Hempstead, N.Y.**	70,122	134,755	52.04
94	**BayBank Harvard Trust Co., Cambridge, Mass.**	69,951	259,928	26.91
95	**First Virginia Bank, Falls Church**	68,849	357,549	19.26
96	**First Nat'l Bk of Central Jersey, Bridgewater Twp**	67,406	215,811	31.23
97	**Midlantic National Bank, Neptune Twp, N.J.**	65,269	138,909	46.99
98	**First Jersey National Bank, Jersey City**	65,156	97,765	66.65
99	**Florida National Bank, Jacksonville**	65,128	370,544	17.58
100	**Southern National Bank, Lumberton, N.C.**	64,695	168,098	38.49
	Totals for the Top 100 Banks	**17,690,169**	**88,113,234**	**20.08**
101	**Dominion Bank Greater Hamptons NA, Norfolk, Va.**	64,252	131,506	48.86
102	**Summit Trust Co., N.J.**	63,401	274,348	23.11
103	**BayBank Southeast NA, Hyannis, Mass.**	62,775	162,351	38.67
104	**Northern Trust Co., Chicago**	62,462	407,644	15.32
105	**NCNB National Bank of Florida, Tampa**	62,245	581,809	10.70
106	**Boatmen's National Bank, St. Louis**	61,665	406,741	15.16
107	**United Jersey Bank South NA, Cherry Hill**	60,890	145,627	41.81
108	**First Interstate Bank Arizona NA, Phoenix**	59,665	358,707	16.63
109	**Midlantic National Bank South, Mt. Laurel, N.J.**	58,901	148,146	39.76
110	**BayBank Boston NA**	57,154	175,274	32.61
111	**National State Bank, Elizabeth, N.J.**	56,916	299,314	19.02
112	**Commerce National Bank, Lexington, Ky.**	56,041	56,041	100.00
113	**Harris Trust & Savings Bank, Chicago**	55,422	187,925	29.49
114	**Central Bank of the South, Birmingham**	54,971	432,483	12.71
115	**First Jersey National Bank South, Atlantic City**	54,844	122,537	44.76
116	**Bank of New England - West NA, Springfield, Mass.**	54,691	229,164	23.87
117	**Peoples Bank NA, Providence, R.I.**	54,659	209,805	26.05
118	**NCNB South Carolina, Columbia**	54,207	223,697	24.23
119	**National Westminster Bank USA, New York**	53,646	245,211	21.88
120	**United Counties Trust Co., Cranford, N.J.**	53,514	192,922	27.74
121	**Pittsburgh National Bank**	53,419	438,843	12.17
122	**Amboy-Madison National Bank, Old Bridge Twp, N.J.**	53,359	287,351	18.57
123	**Westamerica Bank NA, San Rafael, Calif.**	53,357	127,888	41.72
124	**Citibank Arizona, Phoenix**	52,627	522,875	10.06
125	**Philadelphia National Bank**	52,348	153,864	34.02
126	**Bank of New England Old Colony NA, Providence, R.I.**	52,100	249,490	20.88
127	**First American National Bank, Nashville**	51,400	174,685	29.42
128	**BancOhio National Bank, Columbus**	50,908	302,043	16.85
129	**United Jersey Bank NA, Princeton**	50,659	127,568	39.71
130	**Arizona Bank, Phoenix**	50,551	729,375	6.93
131	**Bank of California NA, San Francisco**	49,332	456,248	10.81
132	**St. Joseph Bank & Trust Co., South Bend, Ind.**	48,633	48,633	100.00
133	**Maplewood Bank & Trust Co., Maplewood, N.J.**	46,337	46,337	100.00
134	**Commercial Security Bank, Ogden, Utah**	45,480	127,489	35.67
135	**Trust Bank, Hialeah, Fla.**	45,382	45,382	100.00
136	**Hibernia Bank, San Francisco**	45,176	449,932	10.04
137	**Mid American Bank & Trust Co., Louisville, Ky.**	44,627	65,194	68.45
138	**First National Bank, Albuquerque, N.M.**	44,395	117,120	37.91
139	**Zion First National Bank, Salt Lake City**	44,280	192,607	22.99
140	**Dominion Bank Richmond NA**	44,163	103,408	42.71
141	**First National Bank, Cincinnati**	43,430	221,443	19.61
142	**American National Bank, Bakersfield, Calif.**	43,104	43,104	100.00
143	**United Jersey Bank Northwest, Dover, N.J.**	42,815	59,795	71.60
144	**Wilmington Trust Co., Del.**	42,451	487,529	8.71
145	**First American Bank NA, Washington, D.C.**	41,984	227,944	18.42
146	**Trust Company Bank, Atlanta**	41,751	168,098	24.84
147	**United Jersey Bank/Mid State, Hazlet Twp**	41,425	51,555	80.35
148	**Broad National Bank, Newark, N.J.**	41,112	86,310	47.63
149	**Bank of Delaware, Wilmington**	40,681	244,734	16.62
150	**Dominion Bank of Northern Virginia, Vienna**	40,550	115,752	35.03
151	**Commerce Bank St. Louis NA, Clayton**	39,832	218,475	18.23
152	**Central Fidelity Bank, Richmond**	39,767	404,580	9.83
153	**Prudential Bank & Trust Co., Atlanta**	39,753	46,555	85.39
154	**Equibank, Pittsburgh**	39,473	236,572	16.69
155	**Maine National Bank, Portland**	38,798	186,711	20.78
156	**First Florida Bank NA, Tampa**	38,627	679,960	5.68
157	**Sun Bank South Florida NA, Fort Lauderdale**	38,438	322,649	11.91
158	**Valley National Bank, Passaic, N.J.**	37,549	240,458	15.62
159	**BayBank Merrimack Valley NA, Andover, Mass.**	37,483	117,687	31.85
160	**First Union National Bank, Clarkston, Ga.**	37,465	310,659	12.06
161	**Michigan National Bank, Farmington Hills**	37,315	543,037	6.87
162	**Guaranty Bank & Trust Co., Worcester, Mass.**	37,179	148,024	25.12
163	**Chase Manhattan Bank USA NA, Wilmington, Del.**	37,006	37,006	100.00
164	**First Hawaiian Bank, Honolulu**	36,981	361,311	10.24
165	**NBD Highland Park NA, Ill.**	36,692	36,692	100.00
166	**Citizens Trust Co., Providence, R.I.**	36,195	48,374	74.82
167	**Sovran Bank Central South, Nashville**	35,600	220,979	16.11
168	**Barnett Bank of South Florida NA, Miami**	34,998	654,363	5.35
169	**Bank New England Essex, Peabody, Mass.**	34,741	81,076	42.85
170	**Bank of Baltimore**	34,691	634,462	5.47
171	**First Interstate Bank of California, Los Angeles**	34,622	1,532,257	2.26
172	**Lehigh Valley Bank, Bethlehem, Pa.**	34,161	75,395	45.31
173	**Meridian Bank, Reading, Pa.**	33,191	547,862	6.06
174	**Sun Bank Miami NA**	33,153	162,567	20.39
175	**National Bank of Alaska, Anchorage**	33,045	108,363	30.49
176	**Society Bank of Eastern Ohio NA, Canton**	32,691	225,989	14.47
177	**Hamilton Bank, Lancaster, Pa.**	32,599	245,862	13.26
178	**Norwest Bank Minneapolis NA**	32,535	172,323	18.88
179	**First Interstate Bank Portland NA, Ore.**	32,471	271,704	11.95
180	**First Wisconsin National Bank, Milwaukee**	32,175	169,187	19.02
181	**First Jersey National Bank Central, Trenton**	31,682	56,598	55.98
182	**United Carolina Bank, Whiteville, N.C.**	31,551	230,166	13.71
183	**Midlantic National Bank Sussex & ME, Newton, N.J.**	31,502	42,193	74.66
184	**Shawmut Bank of Hampshire Cty NA, Amherst, Mass.**	31,492	46,260	68.08
185	**Bank One Akron NA, Ohio**	31,403	54,261	57.87
186	**AmeriTrust Co. NA, Cleveland**	31,322	799,440	3.92
187	**National City Bank, Akron, Ohio**	31,144	94,490	32.96
188	**First National Bank, Louisville, Ky.**	30,979	153,715	20.15
189	**City National Bank, Beverly Hills**	30,961	109,989	28.15
190	**BayBank Valley Trust Co., Springfield, Mass.**	30,719	160,949	19.09
191	**Mellon Bank (East) NA, Philadelphia**	30,551	220,524	13.85
192	**Marquette Bank Minneapolis NA**	30,332	189,994	15.96
193	**NBD Genesee Bank, Flint, Mich.**	29,895	171,009	17.48
194	**United Bank of Arizona, Phoenix**	29,672	234,182	12.67
195	**First Security Nat'l Bank & Trust Co., Lexington, Ky.**	29,527	58,919	50.11
196	**Scarsdale National Bank & Trust Co., N.Y.**	29,494	141,283	20.88
197	**Liberty National Bank & Trust Co., Louisville, Ky.**	28,887	92,692	31.16
198	**San Diego Trust & Savings Bank, Calif.**	28,863	155,971	18.51
199	**Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.**	28,808	268,398	10.73
200	**Summit Bank, Fort Wayne, Ind.**	28,708	181,316	15.83
	Totals for the Top 200 Banks	**21,937,044**	**112,080,570**	**19.57**
	Totals for All FDIC-Insured Banks	**30,639,000**	**262,949,000**	**11.65**

Data Source: Data were provided by **ADP Data Services Division, New York,** from its data base of the Federal regulatory report of condition (RC). **Home equity loans** are revolving, open-end loans secured by 1-4 family residential properties and extended under lines of credit. (Schedule RC-C, Column B, item 1.c.(1).) **Mortgage loans** are loans secured by 1-4 family residential properties, including home equity loans. (Schedule RC-C, Column B-Domestic Offices, items 1.c.(1) + 1.c.(2).) **Equity Loans/Mortgage Loans (%):** Ratio of home equity loans to total mortgage loans.

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Scale Tips Toward Consumer Lending

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switch to consumer lending is the result of a continuing trend over a period of years. They point to the loss of the Fortune 500 market from bank lending.

John Lyons, managing partner with Lyons Zomback & Ostrowski, said the move away from commercial lending as developed over the past 10 to 12 years.

"Larger corporations have been drifting away from bank borrowing," and relying more on other and cheaper forms of borrowing, such as commercial paper, said Mr. Lyons. "Big banks have been losing their bread-and-butter business . . . the Fortune 500 borrowers. They're not borrowing from banks but from each other," through the commercial paper markets. "The big banks are losing their business to the securities markets."

Thomas A. Durkin, chief economist for American Financial Services Association, a consumer finance industry trade group, agreed. But he noted that "some of the banks' credit activities do not show up on the balance sheet. Items such as bankers acceptances, credit facilities, commercial paper are all off-balance-sheet items."

"With the Supreme Court decision allowing banks to enter the security markets," Mr. Durkin said, "there may be a reverse in the [negative] trend of the big banks dealing with corporate clients."

Mr. Durkin also pointed out the possibility that heavy merger activity "may have brought more retail-oriented banks into [the ranks] of the top 300 commercial banks." Further, banks have been active in mortgage and real estate lending, a component of consumer lending that has jumped 57.1% since 1983, or 9.5% on an annualized basis. "Banks have been finding home equity loans and second mortgages to be very profitable products."

Citibank Is the Top Consumer Bank

Citibank — the nation's top bank in deposits, assets, and commercial loans —is No. 1 in consumer loans as well. The giant money center bank reported $22.9 billion in total consumer loans at yearend 1987, an increase of 27.5% from the year before.

Consumer loans accounted for 24.1% of Citibank's total loans last year, a significant increase from the previous year's ratio of 20%. Conversely, Citibank's commercial loans dropped 10.6% in 1987 to $35.6 billion. This accounted for 33.5% of total loans, down from 39.7% in 1986.

The banking subsidiaries of Citicorp — Citibank's parent and the nation's top bank holding company — dominated the rankings. Among the top 25 banks in consumer loans, four were Citicorp subsidiaries.

Commercial Bank Loans to the Consumer

Yearend 1983 to yearend 1987 ($ Billions)

	1983	1984	1985	1986	1987	Annual Growth
Mortgage loans[1]	$167.3	$181.6	$198.7	$222.5	$262.9	9.46%
Credit card loans	17.2	61.2	78.1	91.9	102.8	42.99
All other[2]	207.4	205.6	230.5	243.8	248.6	3.69
Total consumer loans:	**391.9**	**448.4**	**507.3**	**558.2**	**614.3**	**9.41**

(1)— Mortgage loans are 1-4 family real estate loans, including home equity loans. (2)— Includes loans to individuals for household, family, and other personal expenditures and include single payment, installment, and student loans. Annual growth: This is the compounded annual growth rate over the five-year period Dec. 31, 1983 to Dec. 31, 1987.

Source: Data are from the Federal Deposit Insurance Corp. and are for all FDIC-insured banks.

In addition to top-ranked Citibank, Citibank (South Dakota) NA, Sioux Falls, ranked third with $11.6 billion in consumer loans; Citibank Nevada NA, Las Vegas, was 15th with $3.2 billion; and Citibank New York State, Perinton, was 23d with $2.7 billion. Combined, these four banks had $40.4 billion in consumer loans, or 6.6% of consumer loans held by all banks.

Wells Fargo was the top bank in home equity loans, with $1.5 billion. These loans accounted for 20.9% of Wells' mortgage loans. As mentioned earlier, this is the first time these loans are being reported as a separate item on the call report, and there are no comparable year-ago figures.

Wells is followed by Citibank NA with $1.2 billion, or 14% of its mortgage loans; Irving Trust Co., New York, $936.3 million, or 99.9%; Bank of America NT&SA, San Francisco, $487.7 million, or 4.82%; and Connecticut Bank and Trust Co. NA, Hartford, $472.2 million, or 43.4%.

The top 200 banks in home equity loans had $21.9 billion in these loans on Dec. 31, or 72% of the $30.6 billion held by all commercial banks at yearend 1987. Home equity loans accounted for 19.6% of all mortgage loans for the top 200 banks, while these loans accounted for 11.7% of the mortgage loan portfolio of the entire commercial bank industry.

Other Survey Findings

- Credit card loans at all banks have been the fastest-growing component of consumer lending since 1983. While the subject will be dealt with more fully in the Sept. 26 edition, the breakdown in today's survey reveals that the compounded annual rate of growth of credit card loans over the past five years was 43%, compared with 9.5% for mortgage loans and 3.7% for all other consumer loans.

Credit card loans have grown sixfold since 1983, from $17.2 billion on Dec. 31, 1983, to $102.8 billion at yearend 1987. Last year, credit card loans accounted for 16.7% of consumer loans at all banks, up from 4.4% in 1983.

- Total consumer loans of the top 300 commercial banks accounted for 59.5% of consumer loans at all banks. The top 300 also held 49% of mortgage loans (excluding home equity loans); 69.9% of home equity loans; 88.5% of credit card loans; and 56% of all other consumer loans.
- The bank with the largest gain in consumer loans was American Express Centurion Bank, Newark, Del. The limited-purpose subsidiary of American Express Co. ranked 47th, with $1.7 billion in total consumer loans, an increase of 640.9% from the previous year. Virtually all of the bank's loans were in the form of credit card loans (99.8%), with the remainder as home equity loans.

Another top gainer was Barnett Bank of Pinellas County, St. Petersburg, Fla. Reporting $938.9 million, it was No. 102, an increase of 254.6%, from 1986; 78.1% of the loans were mortgage loans.

Chase Bank of Arizona was No. 261, booking $356.6 million in consumer loans — a rise of 220%; 80.2% were mortgage loans. Greenwood Trust Co., Newcastle, Del., ranked 16th, with $3.1 billion, 99.6% in credit card loans.

- Pennsylvania had the highest number of banks in today's listings, with 24. Following Pennsylvania were New York and Ohio, with 23 each, New Jersey with 22, Delaware with 21, and Florida with 19.

The listing of the top 300 banks in consumer loans appears on pages 14-20 of today's edition. These tables show the consumer loans for 1987 and 1986 for each bank; a breakdown of the consumer loan components, including home equity loans; a geographical breakdown of the top 300 banks in consumer lending; and the top 200 commercial banks in home equity loans.

Federal regulators define home equity loans as revolving, open-end loans secured by one-family to four-family residential properties, extended under lines of credit. ■

Bank of New York Accuses Irving Of Stalling on Bid

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Some banking industry analysts believed that Irving's board did not respond immediately to the offer because it was anticipating an increased offer from the Italian bank. So far, however, BCI has not raised its bid for 51% of Irving, which is valued by analysts at $73 to $74 per Irving share.

After its meeting, Irving's board said it was "pleased that Bank of New York had made the revised offer," but various aspects of the bid, it said, "require further clarification."

If further negotiations are not possible, Mr. Bacot said, Bank of New York will seek an expedited ruling on its challenge to a portion of Irving's poison pill shareholder rights plan. If successful, it will buy as much as possible of Irving at the old price through a tender offer and operate it as a separate subsidiary.

The conditions set by Irving for further talks are (1) a favorable ruling by the Fed on the special dividend, (2) a special session of Bank of New York shareholders to obtain two-thirds approval for the stock portion of the deal, (3) an end to Bank of New York's court challenges, and (4) a promise not to oppose BCI's application to the Fed for permission to acquire control of Irving.

"As the Irving board must appreciate, your position is unacceptable," Mr. Bacot told Mr. Luke in his letter. "We had come to the meeting hoping to reach an amicable resolution, but your position leaves us no room for negotiation."

Mr. Bacot noted in an interview on Wednesday that Irving had not offered to drop takeover defenses — principally the poison pill — or waive antitakeover provisions of New York State law even if Bank of New York accepted the Irving conditions.

"So we said, 'How long could this take?' " Mr. Bacot related. "They said two months, three months, up to six months. You'll just have to rely on us as long as this auction goes on.

"Obviously, time is of no consideration to them," the Bank of New York chairman said. "But it is to us, since I doubt that under any circumstances the Fed is going to let this all casually go on and on. They just won't do it.

"In the Fed's ruling [last month, granting a 45-day extension] they made it clear that this is not to be dragged out," Mr. Bacot said. "But it's clear to us that Irving's strategy is to drag it out as long as they can."

He said that Martin Lipton, a New York lawyer representing Irving, had characterized the request during the meeting by suggesting that Bank of New York "put itself totally in the hands of the Irving directors."

"How do you negotiate under those circumstances?" Mr. Bacot asked. "They say trust us, but knowing how they acted for eight and a half months, it is hard to see — if they had the ability to dismiss us — why they wouldn't do just that." ■

Sale of Stock May Benefit American S&L

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than any other single thrift, with 301,594 shares valued at approximately $85 per share. The Federal Home Loan Bank Board is trying to sell the $32 billion thrift to an investment group headed by Robert Bass, a Texas billionaire. Negotiations are scheduled to end one way or the other the first week of July.

Three Citicorp thrift subsidiaries — Citicorp Savings of Florida, Citicorp Savings of California, and Citicorp Savings of Washington, D.C. — owned a total of 428,828 shares as of this month.

Observers say congressional action would also help Freddie Mac by making it more difficult for politicians to draw on its resources, if more money is required to bail out the Federal Savings and Loan Insurance Corp.

Freddie Mac recently limited the number of shares its market makers could hold at any one time, when the price began a 24-point climb in reaction to Mr. D'Amato's June 6 bill. On June 13, speculation boosted the price from $77 per share to $92; it fell back to $82 by the close.

Administration officials reportedly have discussed the liquidation of Freddie Mac, a congressionally chartered mortgage corporation owned by the thrift industry, to provide the FSLIC with the billions it may require to close some 400 insolvent thrifts. Though denied by officials, many analysts see the D'Amato bill as an attempt to make the concept too costly and difficult to implement.

Under existing laws, only S&Ls and market makers may own Freddie Mac preferred stock, which is listed on the New York Stock Exchange. Freddie Mac common may be owned only by the 12 Federal Home Loan banks.

Freddie Mac's top 20 stockholders as of June were American S&L, Calif., 301,594 shares; Great American First Savings, Calif., 240,377; Great Western Savings, Calif., 226,707.

Main Line Federal Savings, Pa., 150,000 shares; American Savings, Calif. (not American Savings and Loan of Stockton), 150,000; Citicorp Savings of Florida, 150,000; Citicorp Savings of California, 150,000.

World Savings and Loan, Calif., 150,000 shares; Imperial Savings and Loan Association, Calif., 150,000; Mutual Savings and Loan Association, Calif., 150,000; Great American First Savings, Calif., 150,000.

First Federal of Michigan, 145,000 shares; California Federal Savings, 144,092; First Federal Savings and Loan, Ariz., 119,496; Citicorp Savings of Washington, D.C. (formerly National Permanent Bank) 128,828.

The First Federal Savings Bank, Ohio, 123,609 shares; Georgia Federal Savings and Loan, 120,541; Great Lakes Federal Savings, Mich., 116,162; Commercial Federal Savings, Neb., 113,599; Security Savings and Loan, Wis., 112,633. ■

Dallas Home Loan Bank May Get Qualified Opinion

➙ Continued from Page 1

surance Corp. to make good on the loans in the event of default has prompted accounting firm Deloitte, Haskins & Sells to delay issuing an opinion on the Dallas Home Loan Bank's 1987 results, pending release of the annual audit of the FSLIC by the General Accounting Office.

Officials at the Dallas bank do not rule out a qualified opinion but say it would not hurt bank operations. "We have been candid with those interested in the financial strength of the Dallas bank," said George Barclay, the bank's president. If Deloitte does issue a qualified opinion, he said, "it won't have that much of an impact."

On the other hand, some industry experts warn that an accounting disclaimer might affect the consolidated borrowing ability of the 12 district banks as investors demand higher interest rates on Federal Home Loan bank obligations.

And they say the affair should serve as a warning to anyone in Congress who thinks the FSLIC crisis can be reversed without further legislation.

A qualified opinion by an auditor signals limitations to the audit or exceptions the auditor takes to the statements. Giving a member institution of a federal agency a qualified accounting opinion "would be like saying that the emperor has no clothes," said John Kris, an associate director at Moody's Investors Service. "It should prompt action in Congress to solve FSLIC's problem."

In the meantime, the accounting crisis poses a dilemma for Deloitte. The firm cannot back down from a similar tough stance it took last year. But it has not found comfort in the General Accounting Office's preliminary report, which states that the FSLIC's insolvency deepened to $13.7 billion from $6.3 billion in 1987 despite the Competitive Equality Banking Act, which granted the Bank Board $10.8 billion in extra borrowing authority over three years.

"I'm sure that Deloitte is wrestling with the issue," said Tom Bloom, a former chief accountant at the Bank Board's office of regulatory policy, oversight, and supervision.

Bruised Expectations

Behind the scenes, sources say, there are some bruised expectations on both sides of the issue.

A year ago, Deloitte put its foot down when the Federal Home Loan Bank of Dallas was carrying $1 billion of uncollateralized loans on its books and the FSLIC was perilously close to insolvency. To deal with the crisis, the FSLIC wired $1 billion in cash to the Dallas bank, thereby erasing the bank's exposure and prompting Deloitte to issue a clean opinion on the bank's 1986 financial statements.

Last December, however, the Federal Home Loan Bank of Dallas turned around and bought back $500 million of the questioned obligations from the FSLIC. That put Deloitte back at square one in efforts to certify the financial soundness of the bank in 1987.

And the firm looked a little foolish for assuming that the Dallas bank wouldn't work itself into the same jam as last year. "It was relatively dumb for the accounting firm to think the Dallas FHLB wouldn't do that," said one Big Eight accountant who specializes in thrift audits.

On the other side of the fence, Bank Board officials are dismayed that Deloitte has not taken more comfort from the passage of the Competitive Equality Banking Act.

"The feeling at the Bank Board was that once we got the extra $10.8 billion, [the unsecured advances] wouldn't be a problem," said one Bank Board source. "We were a little surprised when Deloitte balked."

Now that it has, however, the ball is in Deloitte's court. A replay of last year's cash infusion from the the FSLIC is out, given the Dallas bank's demonstrated propensity to reverse course.

"I doubt that a repeat of last year will be acceptable to Deloitte," said Edward Montgomery, chairman of the thrift accounting section at Arthur Young & Co. The Bank Board's belief is that complete results from the GAO audit of the FSLIC will encourage Deloitte to give the Dallas bank a clean report card.

Frederick Wolf, director of the GAO's accounting and financial management division, "made optimistic noises that the FSLIC is not in danger of imminent collapse" in testimony before the House Banking Committee, said Noel Fahey, senior vice president of the U.S. League of Savings Institutions.

"Wolf hoped that would assuage the fears of Deloitte," Mr. Fahey said.

If that proves not to be the case, the Dallas Home Loan Bank could obtain some form of additional guarantees on the uncollateralized obligations, such as a letter of credit, Mr. Montgomery said.

As Deloitte deliberates, the Federal Home Loan Bank of Dallas is on the street with a 1987 report that is devoid of an auditor's certification. "Obviously, it's a matter of concern" Mr. Fahey said. ■

DAILY FINANCIALS

Wednesday June 22, 1988

Money Market

Federal funds range 7½%-7⅝%
Prime rate (5/12/88) 9.00%
Discount rate FRB of New York (9/4/87) 6.00%

Call loans on securities, to brokers on stock exchange collateral (5/27/88) 8.50%

Bankers acceptances offering rate, discount (6/22)
30 days: 7.33 60 days: 7.35 90 days: 7.38
120 days: 7.50 150 days: 7.42 180 days: 7.40

Certificates of deposit ($100,000 to $1,000,000), highest offering rate, at New York City banks (6/22)
14 days: 7.00 30 days: 7.30 60 days: 7.35
90 days: 7.35 120 days: 7.40 150 days: 7.50
180 days: 7.55 270 days: 7.75 360 days: 7.90

Commercial paper, dealer Aaa, discount (6/22)
30 days: N.A. 60 days: N.A. 90 days: N.A.

Commercial paper, directly placed, discount (6/22)
5-14 days: N.A. 15-29 days: N.A.
30-59 days: N..A. 60-89 days: N.A.
90-179 days: N.A. 180-270 days: N.A.

Treasury-bill rates, secondary market, bid (6/22)
90 days: 6.52 180 days: 6.79 1 year: 6.99

Eurodollar deposits, London bid (6/22)
Overnight: 7 5/16 7 days: 7⅝ 1 month: 7 9/16
3 mos.: 7⅝ 6 mos.: 7¾ 1 year: 8⅛

NIBOR: N.A. **LIBOR:** N.A.

The Bond Buyer Municipal Bond Index

	6/22/88	6/21/88	6/15/88
Index	88.23	88.09	89.18
Yield to Par Call	8.26	8.33	8.13
Yield to Maturity	8.06	8.10	7.97

The Bond Buyer Municipal Bond Index was designed by the Chicago Board of Trade as the basis for long-term municipal bond futures contracts. It is an average obtained when the price of 40 select term bonds is divided by the amount at which each bond would be priced to yield 8%. The Index is computed daily and quoted in points and 32nds.

Futures Markets

3-Month Treasury-Bill Futures (IMM)*

Delivery	High	Low	Settle	Chg(a)	Yld(b)
Sept.'88	93.38	93.30	93.35	+11	6.65
Dec. '88	93.10	93.00	93.02	+10	6.98
Mar. '89	92.90	92.82	92.83	+ 9	7.17
Jun. '89	92.61	.....	92.70	+10	7.30
Sept.'89	92.61	.....	92.58	+10	7.42
Dec. '89	92.52	.....	92.49	+10	7.51
Mar. '90	92.45	.....	92.42	+10	7.68

As of the previous day's close; Total no. of contracts traded: 7,691 total open interest: 18,758 and change in open interest: + 71

Footnotes to Futures Tables:
*For 3-month Treasury bills with a face value at maturity of $1 million. a–Change from previous day's settlement price in basis points. b–100.00 minus settlement price. IMM–Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange. r–New record high in open interest.

American Banker Index

Selected Money Center Bank Stocks*

			High	Low	Last
June 22:	292.5	1988:	294.3	227.7	292.5
June 21:	284.6	1987:	401.7	212.0	234.6
June 20:	283.2	1986:	388.7	331.2	331.3
June 17:	283.2	1985:	344.2	242.7	344.2
June 16:	286.2	1984:	269.6	178.4	246.3

* Based on midday prices.

MasterCard Plans Charity Campaign

➙ Continued from Back Page

1986 could be attributed to "Choose." All credit card activity was up. The competing bank card group, Visa International, enjoyed a 27% boom of its own, possibly fueled by equally memorable cause-related advertising tied to the 1988 Olympic Games.

Come Oct. 1, when the 1988 "Choose" program goes into full swing, the Summer Olympics will be over and Visa's advertising will enter a new phase. It may give "Choose" an opening it lacked last year, though it remains to be seen what Visa strategists have up their sleeves for the fourth quarter.

"If [Visa's campaign] runs its course by the fall, it would be terrific for MasterCard, but, in any event, our consumer research shows that charities have a wider and more motivating appeal than the Olympics," Mr. Dimsey said.

American Express Co., which reported an 18% increase in card and travelers check sales last year, introduced the cause-related marketing concept in the early 1980s but has since changed its advertising focus.

After donating several million dollars to numerous causes, including the Statue of Liberty renovation, American Express is now stressing consumer protection plans to encourage card usage in retail stores. ■

Brazil Debt Plan Faces Resistance

➙ Continued from Page 2

to the Third World nations, many of which have adopted austerity measures in order to attract financing.

"If you collect the money and immediately use it to pay down principal, it's very negative psychologically," he said. "It shows the banks are just cutting and running."

Mr. McDermott said removal of Brazilian loans from nonaccrual status will dramatically improve large banks' ratios of nonperforming loans to total loans. For the 10 banks with the biggest exposures to Brazil, the ratio would drop to 2.9% from 5.3%; at Citicorp, the ratio would fall to 1.9% from 4.5% and at J.P. Morgan & Co. to 1.1% from 4.9%, Mr. McDermott said.

The additional interest income would boost the top 10 banks' earnings per share this year by an average 30%. BankAmerica would feel the biggest benefit, with its estimated earnings per share nearly doubling. Earnings per share at Chase Manhattan Corp. would be boosted by 43%, while Manufacturers Hanover Corp.'s profits would be increased by 38%, according to the Keefe Bruyette analyst. ■

Shareholders Approve Nashua Federal Merger

NASHUA, N.H. — Shareholders of First Federal Bank of Nashua have approved the bank's merger with New Hampshire Savings Bank Corp., Concord.

State and federal regulatory approvals have been granted, including the transfer of First Federal Bank's deposit coverage from the Federal Savings and Loan Insurance Corp. to the Federal Deposit Insurance Corp. ■

May 19, 1988

Union Savings
and Loan Association
Phoenix, Arizona

has been acquired by

Nevada Savings
and Loan Association
Las Vegas, Nevada

a subsidiary of
Southwest Gas Corporation

The undersigned initiated this transaction
and acted as financial advisor to
Union Savings and Loan Association.

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